

NOVEMBER

1945

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Bridgeport—New Haven, Connecticut

Connecticut DUSTRY

WANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC. VOL. 23 - NO. 11 - NOVEMBER, 1945

L. M. BINGHAM, Editor

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Published monthly by the Manufacturers' Association of Connecticut, Inc., with executive offices at 436 Capitol Avenue, Hartford, Connecticut. Entered as second-class matter January 29, 1929, at the post office at Hartford, Connecticut, under the Act of March 3, 1879. As the official magazine of the Manufacturers' Association of Connecticut, Inc., it carries authoritative articles and notices concerning the Association activities. In all other respects the Association is not responsible for the contents and for the opinion of its writers. Subscription Rates: \$4.00 for 3 years; one year, \$1.50; 20¢ a copy. Subscribers should notify publisher promptly of changes in address. Advertising rates on application.





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THOUGHT ABOUT MARKETS

By ALFRED C. FULLER, President

A CERTAIN Connecticut dealer asked the question recently of an Association staff member, "What's wrong with manufacturers in Connecticut?" The staff member replied, "To what do you refer?" "I mean," said the dealer, "that I have had several approaches made to me recently by manufacturers in other parts of the country who have splendid products, offer excellent advertising support and the most modern product displays and packaging, and up to now, I have not been approached by eastern manufacturers who sold me before the war."

Upon further questioning, our staff member learned that this dealer had purchased a substantial amount of goods from the enterprising manufacturer who was first to approach him since V-J Day. He also learned through a little judicious questioning that a Connecticut company, who had previously sold the dealer, was about ready to launch its sales campaign but had been delayed by many factors over which he had little control.

The point of this true story is that Connecticut industry, which did such an outstanding job of rescuing the nation from defeat during the war and which is making such rapid strides toward reconversion must move with equal, or even greater, speed to sell its improved products to the nation in competition with manufacturers of other areas who have speeded up their sales efforts to become the "early birds" to satisfy product-hungry dealers and consumers. No matter what the cause for delays may be, or how justified, the fact remains that companies who are first to offer new and improved products through a welldeveloped sales organization, have won a definite psychological advantage over their competitors whose products are delayed in reaching the market. While this advantage may not be so readily apparent in today's market, which will absorb practically every useful article offered, dealers and distributors are likely to favor, all other factors being equal, the manufacturer who gave them their first post-war profitable items to sell, especially after production reaches or exceeds purchaser demands.

Another factor which deserves first consideration by manufacturers who are now rounding out their sales programs, is the matter of manufacturer-distributor relationships. Just as every market-wise developer and producer of a new product will first sample his potential outlets before going blindly into full production, so should he



consult his distributors to discover their reactions to his proposed discounts, advertising and sales helps. Altogether too many sales and advertising plans are made in the home offices without benefit of "grass roots" information. Such plans fail to arouse the enthusiastic support of distributor and dealer organizations who have the power to "make or break" a manufacturer's reputation and sales records. Failure to give the ideas of distributor representatives due consideration in all phases of market planning may offend their self-respect and cause dissatisfaction ruinous to the most elaborate and costly sales efforts of the manufacturer.

Connecticut was first in per capita war production and among the leaders in total production for war because it had developed the ingenious "know-how" to a higher degree than in most other areas in the country. It will take its high place again, as before the war, among the leading producers of peacetime goods, if it demonstrates sales "know-how" to match its ability to produce. Whatever the varying plans of companies may be, for recruiting and training salesmen, locating distributors and dealers, or dramatizing the utility of products, they must have running through them a fundamental human appeal to give service beyond the "call of duty" if they are to be crowned with unusual success.

If you want it said of your company by an ever-larger group of customers, "I like to trade with The Jones Company," then you will pass along through all your sales channels to the consumer a high-grade product along with a "square deal" which is clearly recognized by company salesmen, distributors, dealers and consumers. By so doing, you will create maximum sales, production and jobs, which all add up to profitable company business, doing your share toward making Connecticut a better state in which to live and toward making American democracy a brighter symbol of practical idealism.

BUSINESS AND LABOR CAN COOPERATE

BY REV. RUSSELL J. CLINCHY, Pastor, Center Church, Hartford

REVEREND CLINCHY, a former member of the United States Conciliation Service, who has listened to both sides of numerous disputes between labor and management, warns against the pleadings of the radical and conservative, both of whom, he says, are reactionary because they seek to enlist the power of the state to gain their own ends. He pleads for democratic liberalism which recognizes the rights and responsibilities of both labor and management.

RANK I. COBB, the late editor of the New York World, was one of the great liberals of America, as well as the greatest newspaper editor America has ever produced. No one today, no radical or conservative, can dispute his right to the title of an American liberal.

On June 28, 1907, Cobb wrote an editorial in the World which he entitled "True Democracy." This is his definition.

"A democrat fears too much government rather than too little government. He knows the human struggle for liberty is an unending effort to strike off the shackles forged by authority and privilege.

"This makes him-

"1. Opposed to all undue interference with personal liberty.

"2. An advocate of home rule.
"3. A defender of state rights.
"4. An opponent of centralization.

"5. An enemy of all socialistic policies.

"6. A believer in a government of checks and balances as against a government by passion and prejudice.

"A democrat from principle is opposed to all privileges conferred by government.

"A democrat from principle instinctively sympathizes with the underdog. "This makes him—

"1. Partial to measures that encourage the poor to improve their conditions.

"2. A believer in universal education.

"3. An opponent of militarism, imperialism, and arbitrary rule of alien races against their will.

"4. Sympathetic with labor, but as firmly set against socialism and predatory poverty as against predatory plutocracy."

These words were written almost forty years ago but they are a testament for our day. In them the true and abiding liberal speaks; not the pseudo-liberal who is really a radical



REV. RUSSELL J. CLINCHY

or a conservative at heart and who covers himself with the cloak of liberalism. In the texture of human motivation there are three moods-radical, liberal and conservative. There are really only two categories here for the radical and the conservative are both reactionary, and so the battle is always between the liberal and the reactionary. The radicals and the conservatives are reactionary because both give allegiance to programs which deny the full expression of freedom for the many in favor of the freedom and power of the few, and both of them seek to prevent the full flow of progress through liberty and, instead, to control the many for the benefit of the privileged class.

It is not difficult to illustrate this regarding the attitude of the conservative for the picture has been portrayed many times. It is evident that plutocracy is the effort to block all progress so that the holders of privilege may remain undisturbed in their possessions of wealth and power. It is more difficult to illustrate the same reactionary tendency of the radical for when the radical challenges the power of

plutocracy he does it in the name of freedom for the masses. The program of the radical is to place the power in the State and then to control the State with a self-perpetuating bureaucracy which becomes the inner circle of the party in power, under which the activities and the living of the citizens are regulated by an all-wise and all-powerful governing group. It is as much a denial of progress as is plutocracy; for the all-governing State can brook no change in its system any more than can the inner guard of capitalistic privilege. The full picture can be seen with crystal clearness in the current forms of totalitarian state socialism.

For the first time in its history, the United States is confronted with the suggestion that it should become a reactionary community of state socialists. During the latter part of the last century we were confronted with the peril of a triumphant plutocracy and the control of centralized wealth. The American people met that challenge and defeated it by the power of their own will expressed through the agency of their own control of the government. Under such statutes as the Anti-trust law, the Interstate Commerce Commission, and the Pure Food and Drug Act-to name only three-they proved that the government could not be brought under the control of that group of the people.

Alternative Form of Reaction

Today an alternative form of reaction is making the same kind of a bid to control the government for the benefit of another organized predatory group rather than for the people as a whole. Just as the ruthless exploiters of capital misrepresented the great body of the owners of goods and used them for their own ends, so many of the ruthless exploiters of the working men and women have used the beneficial organizations of labor for their own ends, and are endeavoring to use the power of those organizations to establish a state socialism which must end inevitably by the enslavement of the workers in a society wherein freedom and progress have been bartered away for the pittances of a meager "security" in order that a special class-the members of the ruling party—may control whatever benefits the government may be willing to hand out to those who are willing to continue it in power.

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The proponents of this policy call it the "welfare state" and try to sell it to the masses by pointing out the "benefits" which will be received by an individual if he will but give the control of his life to the authority of the state. It is perfectly true that benevolences will flow down to him if he accepts this proposal; for this kind of government can sustain itself only by the measure in which it does pass on down the production and the savings of the more productive to the less productive. But the whole history of mankind has shown that a community which is more interested in the consumption of its resources than in production of new resources ends by consuming itself. No matter what a politician may say, there are no free gifts in nature, and the only healthy and strong communities are those which produce more than they distribute and consume. Free gifts of this and that benefit mean no more to a human community than it does for a bear to go on living off his own fat in an endless hibernation. The story of Greece and Rome has proved that when independent and virile people give up that responsibility of independence in order to live off a benevolent state, and make the handing out and the consumption of goods the primary aim, especially to keep an organized minority in power, those receiving the benefits grow to such proportions that they eat up the very vitality of the state itself and so therefore consume themselves as well as their liberties.

Same Programs Offered

The plutocrat and the radical like to make us believe that they are the only alternatives we face. It is not true. What is true is that they both offer the same programs, though for different groups of those who thirst for power, and so our alternative is between them on one side and the liberal on the other.

What the great majority of business and working people in America need today is a new conversion to the great and abiding principles of what Frank Cobb called democracy, and what he would also have termed as liberalism. There is no basic conflict between enlightened members of management and labor in a self-sustaining com-

munity. One might as well say there is a conflict between the mind and the stomach, and that life depends upon one being supreme above the other. Try it and see. Management and labor are both vital and both necessary in their spheres. Together, in harmony and partnership, they make the human community. The only way in which they can be harmed is for the exploiters in each group to create antagonism of group against group-not for the benefit even for their own group, but only for the benefit of a small clique of those who lust for power and gain, and who are actually willing to destroy the members of their own group, either a corporation or a labor union, if they can escape with the loot and keep the power.

True Americanism

Go back again and read over Cobb's principles. There is the true Americanism wherein there is a community of management and labor which seeks partnership and cooperation, not that one will receive benefits at the expense of the other, but that together they will create a productive society which enables men to live from the fruits of their own productive creativity, and, in the liberty of a government of their own control, and therefore a government which is independent enough to guarantee to the members of both management and labor their fundamental rights, protect each member of the nation, and each responsible group within it, from the predatory designs of any other individual or group. It is true that in such a society those who are irresponsible and those who are evil will suffer, just as those who make an irresponsible and evil use of their bodies will suffer physical pain. But that is part of the eternal moral order and men and nations who have tried to tinker with that law have done so at their

There is the positive power of the moral order and to that we as Americans with our heritage of freedom must repair. This freedom we have inherited is received of God and it must be exercised under the laws of God. It cannot be used without a decent respect for the rights of others, and it cannot be bartered for any mess of pottage. The Apostle Paul said, "With a great price attained I this freedom." That is what our fathers did, and that is what we are doing

Let us, then, hark back unto our heritage. Let us determine to be American liberals. Let us stand fast against reaction in both its enslaving forms, that of the plutocrat and the authoritarian, no matter what they promise; and let us go forward as management and labor who are partners and fellow workers, each desiring and seeking the success of the other, knowing that the welfare of one is bound up in the welfare of the whole. We can do this because the liberal believes, and knows, that the great majority in management and in labor are decent and responsible individuals even though he perceives the presence of pirates in each group.

It is upon such a recognition that progress can be made. Each group has responsibilities that are commensurate with its privileges, but it is true to say that because management has greater privileges it has a greater responsibility to understand and cooperate with the great body of workers. Organized labor is a necessity in any form of democracy, and indeed exists only in a democracy, for the individual worker is helpless without it, and democracy is intended to preserve the rights of the individual against the power groups.

Intelligent Dealings Required

The best way to develop an intelligent and responsible labor movement is for management to be intelligent and responsible in its dealings with labor for tory leadership in management must inevitably give rise to situations in which unprincipled labor leaders find the soil in which to develop the grievances of labor and so assume power which otherwise would never be granted them. On the same basis, when labor allows a tory labor leadership to misrepresent its true interests a corresponding resistance is set up within management which allows its leadership to be turned over to its agitators.

Because of the experience of American democracy, and the American way, the great body of business and labor in the United States is liberal-minded, suspicious of all extremes, confident that the middle way is the constructive way, and willing to place its faith in the inherent dignity of human personality. It is our duty and our privilege to work for the success of such liberalism, for of such is the life and the hope of the American dream.



RECONVERSION HIGHLIGHTS

By WILLIAM J. HARTIGAN, Financial Editor, Hartford Times

THE Manufacturers Association of Connecticut has instituted two new services, both of which are aimed at keeping the public well informed on reconversion progress being made by Connecticut industry.

In the first instance, the association late in September issued a Reconversion News Letter which gave the overall highlights concerning reconversion. Later the association hopes to give, in addition to the highlights, certain outstanding individual cases of reconversion progress or problems. The letter was widely quoted by newspapers throughout the state.

In the second instance, the associa-

(Top, reading down) REPRESENTA-TIVES OF the press, M.A.C. and Arthur D. Brooks, general superintendent of production, R. Wallace & Sons Mfg. Co., Wallingford (center) examine flatware for restaurant trade now being made for urgent peacetime delivery. SHOT GUNS ready for final testing and inspection at Winchester Repeating Arms Co., New Haven. Mr. T. I. S. Boak, factory manager, at extreme left in background. FINAL ASSEMBLY on alarm clocks at Lux Clock Co., Waterbury. Fred Lux, vice-president, at extreme left. WAR AND POST-WAR at Landers, Frary & Clark, New Britain. President Richard White points to one of the company's war contributions. SCENE AT A. C. GILBERT CO., New Haven, showing operator test-"American Flyer" trains now coming off the production line. Left to right: Elmer Coburn, State Development Commission; Bernard Kranowitz, vice-president, New Britain Chamber of Commerce; H. L. Trisch, vice-president, A. C. Gilbert Co.; Edward Barthelmes, New Haven Register; K. P. Fallon, vice-president, A. C. Gilbert Co.; L. M. Bingham, MAC and G. M. Stack, New Haven Journal-Courier. V-P T. H. BEARD, extreme left, explains testing of Dictaphones at Bridgeport

tion conducted a reconversion news tour through 12 plants in the state believed to be faced with the most difficult problems in swinging from war back to peacetime production. Representatives of 10 leading Connecticut newspapers and three New York publications participated in making the tour October 2, 3 and 4. Here again widespread publicity was given throughout the East to the activities of Connecticut manufacturers.

State-Wide Survey

The spot survey made by the news letter showed these highlights which prevailed late in September.

Bridgeport—Bridgeport Brass Co. plans \$5,000,000 expansion; type-writer and business machine manufacturers will be busy for the next four years with heavy employment increases anticipated. Approximately 4,000 jobs open with incentive pay and night bonuses.

Norwalk — Employment 11 per cent ahead of 1939 and manufacturers absorbing shock of reconversion fairly well. About 927 job openings against 1,550 layoffs.

Stamford — Unemployment compensation claims past peak and manufacturers report difficulty in getting job takers.

Hartford County—Postwar employment predicted to reach 122 per cent of the 1940 peak, or only 25 per cent lower than the war period peak.

Hartford—Job deficit expected to be nullified by out-migration, expansion of commercial lines, additional payrolls in reconverted plants and ordinary withdrawals from labor market.



New Britain—Reconversion problems not serious. Practically all major hardware companies to hire more people immediately. Other major employers to employ more people than before war. Service trades seriously undermanned.

Torrington—No more layoffs expected. Reconversion will be fast and completed by Christmas. Employment estimates higher than year ago.

Winsted—Shortage of female labor. No serious reconversion problem outside of relocation of facilities and production lines.

Middletown—There are 1,018 job openings against 1,882 jobless benefit claims. Field in retailing, service trades, utilities and institutions presents brisk demand. Several new concerns to open in Middletown. Middlesex County will be in a position to furnish jobs to any jobless willing to work.

Meriden - Wallingford — Future bright. Payrolls by July 1, 1946, will equal those of July 1, 1945 in Meriden and slightly higher in Wallingford. Silver industries rapidly reconverting and within a short time their employment figures will be in excess of wartime figures.

New Haven—Reconversion practically complete. One of city's largest employers who hired 3,600 before the war will have 5,800 on payrolls soon. Company's experience typical of community.

Waterbury—Fast approaching reasonably balanced civilian production program. Few plants have real physical reconversion problem. 40,285 employed August, 1945, compared with 32,692 August, 1939.

New London—Combined efforts of local industry have made reconversion problem relatively simple. Shipbuilding will be busy on government contracts through 1946. Increase in non-manufacturing employment permanently absorbed with net gain over 1940. Definitely optimistic trend.

Norwich-Plants in this area can

employ more people than war's peak period assuming help available. Plants in area, especially textiles, severely undermanned.

Tolland—Plenty of job opportunities. Main difficulty securing takers. Employment service having difficulty referring applicants.

Willimantic—Figures exclude large aircraft plant now being negotiated for sale to well established manufacturers. Estimated future employment of 3,520 above war's peak of 3,370. New industry should absorb bulk of surplus manpower occasioned by withdrawal of aircraft plant.

Highlights of Press Tour

Outstanding facts uncovered during the reconversion news tour to 12 state plants showed these developments taking place early in October:

At Bigelow-Sanford Carpet Company of Thompsonville, Plant Manager James J. Jackson said that in the first six weeks after the end of the war the company had more than doubled the volume of carpet production that had existed at the time V-J Day fell. The concern early in October was producing at approximately

(Continued on page 25)

(Top, reading down) EDMUND D. FOLEY, production planning supt. (center) and William C. Fuge, superintendent, (right) look on as Axminster rugs come off the loom at Bigelow-Sanford, Thompsonville. SCENE AT Yale & Towne Mfg. Co. forge shop, Stamford, with W. R. Hoyt pointing to "Help Wanted" sign. AS-SEMBLING Underwood typewriters. Vice-President F. U. Conard second from right. WASHING MACHINES coming off Assembly at General Electric, Bridgeport. General Manager W. S. Clark at extreme right. D. HAYES MURPHY, president, The Wiremold Co., Hartford (third from right) points out features of equipment for manufacturing Wired Plugmold. J. B. COBRAIN (second from right), vice-president of Northam Warren Co., Stamford, looks on while General Manager Jay Sullivan (center) explains new products of Airadio, Inc., originally set up at beginning of war as pilot plant by executives of Northam Warren plant, also visited during tour.





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THE STORY BEHIND VICTORY*

By JAMES H. FIFIELD, Administrative Ass't, Public Relations, Springfield Ordnance District.



IN THE MIDST of temporary reverses in North Africa, the heartbreaking see-saw fighting in Italy and in the Pacific and in the fateful days of holding the line during the lusty "swan song" of the Nazis during the battles at the Belgian Bulge, there could be no disclosures as to the sources of our strength and weaknesses either in our front lines or on the home front. After the smoke of battle cleared Connecticut Industry asked Mr. Fifield for the story. After weeks of painstaking checking through records of the Springfield Ordnance District Office, he gives us the amazing high-lights of the grueling struggle for supremacy in firepower which took place in hundreds of Connecticut plants, without fanfare, against the more spectacular backdrop of front page news about battles won, lost or stalemated. No honor or credit can be too great for those who risked life and limb while bearing arms in the war for freedom against tyranny. Second honors must go to those who planned and created the tools of victory. Had management failed to plan efficiently and workers failed to produce an overwhelming superiority of weapons, we should have tasted certain defeat regardless of the superiority of Allied manpower.

ow that the shooting war has ended, America is taking an inventory of industrial accomplishment and slowly perhaps, but with an ever growing wonderment and with increasing consciousness, is discovering a production story hidden for more than four years under the cloak of military necessity that staggers the imagination.

It is not especially difficult to trans-

late production into terms of the atomic bomb, vast fleets of ships, skies filled with planes or thousands of guns, tanks or trucks. Spectacular results or the mere fact of size speak for themselves. They represent the final chapter of the production book. More difficult to visualize is fabrication of their components, a building of the devices that made them tick, and without which they would have been practically useless.

All the "blood, sweat and tears," was not restricted to the fighting fronts. The battle began far to the rear, here at home on the production front, for it was only the superhuman effort of a nameless army enlisted as management and labor, a combination of white collars, slacks and overalls

*Although originally prepared for Connecticut Industry, the story seemed too revealing to limit to our readers alone. It was offered to and accepted by The Hartford Courant and New Haven Register for publication in their Sunday editions of Nov. 18. C. I. is therefore, in effect, reprinting the story after its publication, in part, in these two newspapers.

that made victory possible. And in this day to day struggle, each dramatic in itself, Connecticut industry and the application of Yankee ingenuity and industrial "know how," had a major role.

This account takes cognizance of only one part of Connecticut's war effort, namely, the production of ordnance, and better understanding requires a further definition. Webster says that ordnance is "military supplies including all artillery with mounts, carriages, and ammunition; small arms; machinery and material for making and repairing these." To the army, if it shoots, can be shot, or moves on wheels, its ordnance. Either definition covers a lot of territory.

Fiscal Division records of the Springfield Ordnance District, the major government agency in this area with responsibility for procurement and inspection of all ordnance items in Connecticut and the four western counties of Massachusetts, provide one part of the answer. Starting from scratch in late 1939 without one dollar's worth of business on its books, the Ordnance District had placed contracts amounting to \$362,000,000 on December 6, 1941, the day before Pearl Harbor. Between that date and war's end on August 15, nearly four years later, Ordnance District allotments reached \$2,237,000,000 of which \$68,400,000 was in unobligated funds, that is, procurements authorized but for which contracts had not been placed, making the net total allotment for the District, \$2,168,600,-

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Much has been made of V-J day cancellations. In fact, these have been overemphasized in view of total funds expended, and for this reason. The cancellations were a matter of public property in the interest of providing full information to both management and labor. But, in the four preceding years when the awarding of vast sums in contract allocations would have been news of great importance in practically every community, national security prevented publication. Only smoke from factory chimneys, armies of war workers and gnomelike figures laboring around the clock behind closed gates gave an indication of what was actually happening.

Rules of censorship forbade any information regarding the awarding of contracts, plants involved, amounts, products to be manufactured or number of workers employed. Yet, on August 15, of all ordnance allocations, only \$253,000,000 in outstanding contracts remained unfinished, approximately 11 per cent of the total, and some of these were in process, meaning that a part of the cost to be determined through termination negotiation and outstanding against the original contract award had not been lost. Of this huge amount, more than an estimated \$1,500,000,000, out of total Ordnance District disbursements amounting to \$1,980,000,000, as of October 5, 1945, a rising 75 per cent, had been channelled into Connecticut industry and into the hands of its war employees.

This was for ordnance items alone. Superimposed upon this was procurement totaling around \$6,000,000,000 for Army air corps, signal corps, engineer corps, chemical warfare, quartermaster corps, surgeon general's de-

It is safe to assume that not one article of equipment was used by any branch of the armed forces without dependency at some time or some place on some item of Connecticut manufacture. This fact of accomplishment is the real drama of the Connecticut war effort, the crux of the heartbreaking struggle for machines, materials and labor.

partment, the Navy, Maritime Service, other miscellaneous Federal agencies, and, of course, what could be squeezed out within well defined limitations for civilian consumption. It is safe to assume that not one article of equipment was used by any branch of the armed forces without dependency at some time or some place on some item of Connecticut manufacture. This fact of accomplishment is the real drama of the Connecticut war effort, the crux of the heartbreaking struggle for machines, materials and labor.

Where every company and every individual concerned did his or her best it is extremely difficult to single out any one or two examples for outstanding accomplishment. The Army-Navy "E" flags and accompanying stars that fly above so many state factories tell their own story, more especially when it is considered that of all the plants engaged in war production for all services throughout the

country only five per cent gained this coveted award. Undoubtedly there were others equally deserving, but conditions under which the award was made, oftentimes precluding eligibility by reason of constantly changing programs, made their consideration impossible.

Because the Connecticut and Naugatuck valleys are primarily the cradle of American small arms manufacture and the home of the finest in machine tool craftsmanship it was only natural that the first impact of global conflict should be felt in this area. Contrary to general opinion, this did not begin with Pearl Harbor. The antecedents were laid by the British, French, Dutch and Russians long months before. Lend-lease added to the impetus gained, and behind all was the time spent and the studies and surveys made of industrial potentiality through the lean years of the 20's and early 30's by a small group of conscientious manufacturers plus a nucleus of reserve officers serving with what finally became the Springfield Ordnance District and then known as the Bridgeport and, later, the Hartford Ordnance District.

This rough going paid off handsomely when the chips were down. Every factory capable of producing war material was known. So also was the character and caliber of management. Certainly this management was conservative, but it was also shrewd. There was no mental decadence and the knack of know how had been kept, frequently handed down for generations in the same plant and the same families.

The Race for Arms Begins

From the moment in September, 1939, when Germany invaded Poland and Neville Chamberlain declared England was at war the scramble was on, to continue with increasing momentum until the atomic bombing of Hiroshima and Nagasaki. And from the first minute, of the first hour, of the first day, to the last act of the drama in far off Honshu and Kyushu, Connecticut's role was pre-eminent.

Immediate orders for arms, ammunitions and machine tools were forthcoming from all belligerents. First in the field were the British to be followed in sequence by the other European powers. Remington and Winchester were asked to produce small arms and ammunition. High Standard and Colt's were asked for machine guns. Production of Thomp-

son sub-machine guns by the then Auto-Ordnance Company is an epic in itself.

The old Waterbury Clock Company, since become United States Time Corporation, was asked to produce time fuzes. Andover-Kent Corporation, newly formed in Middletown was called upon for armor piercing shot. Bridgeport Brass Company was given contracts for 20 MM and 75 MM shell cases. Casco Products Company of Bridgeport began the manufacture of bullet cores. Waterbury Farrell Foundry and Machine Company produced bullet assembly machines and gaging and weighing machines. Multimatic machines rolled from the Bullard Machine Tool Company assembly lines.

Profilers, reamers and drills came from the Pratt & Whitney Division of Niles-Bement-Pond Company in West Hartford. Hendey Machine Company of Torrington furnished lathes and New Britain Gridley Machine Company and Goss & DeLeeuw of Berlin fabricated screw machines. Turning machines came from Bridgeport Machine Tool Company, Orkil Manufacturing Company in Deep River and Polychoke in Tariffville.

These were the beginnings. Early 1940 found the pack in full cry but it remained for lend-lease to provide the key unlocking the door to embargoes and neutrality. From then on it became only a matter of how much and how soon.

As demands increased the smaller manufacturers began to find a place in the armament sun. Little plants tucked away in obscure corners were called upon. Mechanics skilled in their trades opened shops of their own. Almost overnight garages, barns, cellars and garrets blossomed into tool and die making establishments. Demands for gages, jigs and fixtures were enormous. The big hardware manufacturers swung into line. There wasn't a city, town or hamlet, hardly a crossroads, that failed to feel the war production impact.

Suddenly manufacturers awoke to a new crisis, the inability to obtain the necessary machinery and tools. Britain, France and Russia were buying new machine tools. Japan was cleaning out the second hand market. Americans were trying to get whatever was obtainable. Machinery, some of it used through the Civil, Spanish and first World Wars came back into production groaning and creaking un-

der the strain. Even when France fell the situation was not clarified especially since Britain took title to 13,000 French tools ready for delivery or on order. Coupled with this were the first orders for American arms and munitions to replace broomstick guns, wheelbarrow artillery and trucks camouflaged as tanks.

M-Day Preparation Pays Off

Finally some order commenced to make itself felt in this industrial chaos. Under lend-lease or defense aid responsibility for procurement, administration and inspection passed to American hands. The Springfield Ordnance District began to function as an inspection agency. The early educational orders, the first for the M1 or Garand rifle with Winchester Repeating Arms Company and contracts negotiated with Scovill Manufacturing Company of Waterbury gave the District procurement experience. Thus the Japanese attack, the long studied and prepared for M-Day, found the District on an actively operating rather than a speculative basis.

How fortunate this was can only be estimated. In view of the frequently heard phrase of "too little and too late," one can do no more than speculate as to what the results might have been without this prelude to war, the dress rehearsal for American participation.

These facts, somewhat sketchily presented perhaps, formed the background to the Connecticut war picture. The major all out effort, the almost 100 per cent industrial mobilization was still in the offing. The \$362,000,000 in contracts on December 6, 1941, then, represented only the beginning of American preparation and funds allocated for materials under lend-lease.

To provide a more complete picture it is necessary to reconsider for a moment the course of American war production and overall planning. The primary requirements of 1941 and 1942 were small arms and small arms ammunition. These were necessary to arm and equip the huge forces this country was assembling in the field.

With small arms went tanks, artillery and artillery ammunition, but on smaller scale. This program started rapidly but in succeeding months slowed almost to a walk as emphasis was shifted to bombs and aircraft. Again the pendulum swung back following the lessons of Africa and Italy

to greater stress on artillery and shells of heavy caliber. Thus while there were four distinct production phases none, fortunately, was imposed in its entirety upon another. While there was a straining and frequent bulging at the seams, the industrial machine never cracked under the load.

Whole industries were enlisted. None was too large, none too small. For example, more than three fourths of all the brass required for war purposes was ordered through the Naugatuck Valley mills although some of this was produced by midwest sub-sidiaries. The appetite for brass was insatiable. Scovill. Chase Brass & Copper Company, American Brass Company, Bridgeport Brass Company, and Winchester reached new all time highs. With them were Bristol Brass, Stamford Rolling Mills, Bridgeport Rolling Mills, Plume & Atwood of Thomaston, Thin Sheet Metal Company of Waterbury, Miller Company

In this war the machine gun came into its own, in the air and on the ground, and it was largely the guns pouring from New Haven and Hartford assembly lines that spelled success.

of Meriden and Seymour Manufacturing Company of Seymour.

Bullet cores for incendiary bullets poured from the assembly lines of the Underwood Corporation, Royal Typewriter Co., Casco Products, International Silver Company, Bruner-Riter, Inc., Hershey Metal Products Company, Polychoke Machine Company, U. S. Envelope Company and Orkil Inc., among others.

The silverware industry was taken over for the manufacture of links, clips and magazines. This meant a major conversion and formed one of the brightest chapters of the ordnance effort. Silver products, flatware or otherwise, are not built to close tolerances. The effect sought is beauty and eye appeal coupled, of course, with utility. But knives; forks, spoons, trays, bowls, loving cups and what not do not have to be produced to the thousandths of an inch. This is not true of ordnance. Here exactness and precision rule.

(Continued on page 27)

NEWS FORUM

This department includes digested news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

R. L. WHITE, president of the Landers, Frary & Clark Company of New Britain, recently announced that Universal had been awarded the Department of Labor's certificate of safety achievement for the second time.

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In a letter addressed to Mr. White, L. B. Schwellenbach, newly appointed Secretary of Labor, stated that in establishing a frequency rate for the first six months of 1945 of 47.3 per cent below that for the first six months of 1944, the company had exceeded the Department of Labor's maximum requirement of a 40 per cent reduction.

John Hubert has been in charge of the safety department at Landers, Frary & Clark for the past two years.

* * *

"THE RETURNING VETERAN has nothing to fear from the Connecticut manufacturer as far as his reemployment rights are concerned," declared Commander Robinson, State Director of Selective Service. He further added, "Connecticut, called the arsenal of the country, first among the States in war production per capita, did not have the war baby industries which sprang up in other states but old conservative factories which at the start of the war converted to war production and now are recon-

verting to their civilian products whose trade names are known around the world.

"It may be well to add at this time that these Connecticut factories, which completed an enormous job of war production, cooperated with Selective Service one hundred per cent during the last five years. Sometimes the going was a little rough, especially when the Armed Forces sent the quotas for men sky high so that we, in turn, had to cancel deferments, but these manufacturers knew we had to have the men and so men and women, many of whom had never worked in a factory, were trained to take their places.

"Employers in many Connecticut industries have stated that it is not their intention to limit themselves solely to a strict observance of reemployment benefits for veterans as set forth in the Selective Training and Service Act of 1940, as amended, but intend to go beyond their legal obligations and give the veteran every possible 'break' as concerns his reemployment.

"Many of these Connecticut manufacturers have told me that they have reorganized their employment offices, adding returned veterans and veteran counselors as interviewers to greet the old employees when they return and

to insure that the veteran has been satisfactorily reinstated in his old job or in one of like seniority, status and pay, and to follow through after the veteran's reinstatement to help him in any problems that may arise."

* * *

W. F. MINOR, vice-president and general manager of The Miller Company, Meriden, died September 11 after a long illness.

Born in Brattleboro, Vermont, in 1881, Mr. Minor's affiliation with the lighting industry dates back to 1901.

Starting with the Holophane Company, he later became manager of the Ivanhoe Regent Works of the General Electric Company, which in turn became part of The Miller Company.

Always pioneering in the develop-



W. F. MINOR

ment of commercial and industrial lighting units, Mr. Minor was widely known as one of the foremost exponents of good lighting practice.

He leaves a widow, Mrs. Helen Minor, and a son, W. F. Minor, Jr.

* * *

NORWALK BANKERS are working to obtain factories for that city to take up the slack occasioned by

INFLUENCING DECISIONS TO BUY

The Folding Paper Box which beckons the eyes of millions of shoppers who stream into retail stores throughout the land is a SILENT SALESMAN of inestimable value.

Such a box successfully meets the competition of other cartons with which it is associated on shelves and counters . . . it "stands out from the crowd."

Ideas, design, color selection, good printing and manufacturing . . . all enter into the CREATION of a box that influences decisions to buy . . . a specialty of ROBERTSON.



HOW CAN YOU PROVIDE JOBS

-if you don't care a boot about selling?

Week of 7-16, came three items—7-28 Colliers' with Gov. Arnall's reference to the South's "political and economic reverie."

July Conn. Industry with-

Pres. Fuller's "At the Crossroads," urging each business to get busy if it wanted freedom.

Paul G. Hoffman's talk warning that if we wanted freedom we had to provide more jobs, also that "most of the expansion . . . must come in the field of distribution" or else.

Industrial Marketing's new list of Nat. Industrial Advertisers Assn. members, count of which indicates that this section may be in an "economic reverie" when it comes to interest in selling.

For if willingness to cooperate with other industrial marketers in organized study of advertising and marketing problems be fairly indicated by NIAA membership—

Youngstown seems to want freedom as much as Bridgeport, New Haven and Hartford combined. Cincinnati alone, not counting members in suburbs and surrounding towns, is about as much interested as Western Conn. and W. Mass. put together.

Cleveland proper is half again as anxious to provide more jobs as all New England.

Like Master, like Man

CARPENTER-HAYES . PHONE EAST HAMPTON 179

Don't, however, blame your sales, sales promotion or advertising manager for that. For unless and until the boss sees distribution as Mr. Hoffman wants him to, your marketing men can't do much but say, "Oh, what's the use?"

More of this line of thought in a challenging unit (X 440) which I shall be glad to send (free of course) to any business executive—or, for that matter, to any responsible labor leader.

For it goes without saying that a plant that doesn't get ready for aggressive selling is simply asking for grief on the labor front.

LYNN W. ELLIS

Westport, Conn.

the loss of war contracts by local companies.

It was recently indicated that one large company, which would give employment to nearly 500 workers, was interested in locating in Norwalk, where it would build a huge modern plant and homes to house it's employees.

Construction of Remington-Rand's plant is progressing rapidly and will be finished more quickly than was anticipated.

* * *

GEORGE W. MUNSON, who has been in the employ of Stanley Works of Bridgeport, and it's predecessor, the American Tube and Stamping Company, for the past forty-two years, was retired recently.

Mr. Munson came to Bridgeport from his native Michigan in 1896 and went to work for the Bridgeport Traction Company. He joined the American Tube and Stamping Company in 1903. He was recently honored at a testimonial dinner at the Mill River Country Club.



HENRY L. BROPHY of West Hartford, was recently appointed Public Relations Director of the New Departure Division of General Motors, according to an announcement made by General Manager Frederick G. Hughes.

Mr. Brophy came to New Departure in 1943 from the Waterbury Republican where he was the assistant city editor. At the Bristol plant he succeeds Raymond Crumb, who is now in public relations work in Boston.

Mr. Brophy is widely known in the Connecticut sports world.

* * *

JOHN G. CONFREY, assistant state manpower director, warns against people assuming a "fear psychology" about Connecticut's unemployment and reconversion prospects.

At a recent meeting of the Lions Club in the Hotel Bond, Hartford, Mr. Confrey stated that these problems when broken down are not overly difficult and if people take the time to study them they will find there "is nothing to be alarmed about."

"Most of all," he said, "people mustn't get a fear psychology that will make them close up their pocketbooks, go into a shell, starve themselves and lose hope for the future."

THE UNFINISHED CONTRACT

By ROY C. WILCOX, Executive Vice-President, International Silver Company, Meriden and Industrial Representative, Connecticut War Finance Committee



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ROY C. WILCOX

THIS is an open letter to manufacturers of Connecticut about the war contract that has not been terminated. There is such a contract and every manufacturer who has more than 50 hands on his payroll has an important piece of that contract.

The contract is to finance the war. It has until December 31 to run. The remaining item in this contract is the Victory Loan Drive which starts October 29th.

Connecticut has been assigned an E Bond quota of \$30 million, a fair quota with due allowance made for our industrial cutbacks and our savings bank habit. Of the \$30 million, 60 per cent must come from bonds purchased through payroll deductions, or about \$18 million. Take out the investments made by retail employees and you have industry's E Bond task—\$15 million.

I do not use lightly the word "contract" for this Victory Loan obligation. It is a contract in every sense except that it was not committed to

The Victory Loan, like the seven loans that preceded it and like the whole war financing program, is a contract between every individual American citizen and all his fellow Americans; it is a contract between us

all considered as citizens and with our government, representatives of us today and the Americans who are to come after us; it is a contract, finally, between all of us here at home and all of our sons and brothers and husbands in the armed services.

This is a contract not of paper and ink, but of honor, patriotism and trust, made in an hour of great national peril and for high purpose. What contract could be more valid?

As long as the peril remains, as long as the high purpose is yet to be completely attained, the contract must remain binding on the conscience of us all.

The perils and the needs are different than they were a year ago but they are real—and the Victory Loan will meet them. Today's danger is not an armed foe but the intangible economic factor of inflation. The needs are those consequent on the end of the war—funds to meet termination of contracts, travel home costs for millions of soldiers and sailors, rehabilitation work, hospital care for the wounded, and mustering out pay.

Connecticut has done well in every War Loan drive. In per capita purchases of bonds, we have been ever close to the top among the 48 states. This record could not have been accomplished without the vigorous cooperation of management in the Payroll Savings Plan of Bond Buying.

We shall, I am confident, do equally well in the Victory Loan. Connecticut management established brilliant records in the production of the tools of war. In this, our last war task, it is unthinkable that we should do anything but succeed.



WALTER B. JOYNER of Manchester was recently appointed treasurer and general manager of the Connecticut Envelope and Paper Co., Inc., and Print-Craft, Inc., both of Hartford.

Since 1942 Mr. Joyner has been general office supervisor of Hamilton Standard Propellers and for several years he has been secretary of the Carpenter-Hayes Paper Box Company of East Hampton.

INDUSTRIAL ADVERTISING

is the tough, coldly analytical science of creating and selling to industrial markets. There's no place for frills and pretty headlines; engineers want facts not floss. It's the business of making every word and dollar bring concrete results—by knowledge, not by guesswork or luck.

TECHNICAL KNOWLEDGE

is absolutely essential. You wouldn't keep a salesman who didn't understand your products; your advertisement is just as much a salesman, and the men who prepare it must be engineering-trained with broad technical knowledge to state facts accurately and clearly, the way the reader wants them.

CLEAR, CONCISE COPY

Whether an advertisement, catalog, or mailing piece, you're talking to technical men who demand that you "get to the point!" It's the technical facts that sell industrial products — sledge-hammer, not featherduster, copy written in a clear, concise and logical manner is the scientific approach to industrial sales.

BROAD FACILITIES

With every facility to handle every phase of your work, the recognized industrial advertising agency in Southern Connecticut, with engineering-trained men specializing on industrial accounts, is



STEEL Shop Stools /N STOCK

Immediate Delivery

- Wood Furniture
 - Storage Cabinets
 - Transfer Cases
 - · Chairs & Desks

Executive Furniture
by
Doten — Dunton

BARNEY'S
450 FRONT STREET
HARTFORD 5, CONN.
7-8129

Services At Your Door

THE HENRY SOUTHER ENGINEERING CO.

Engineering & Chemical Service

Research Facilities for Industry

Hartford,

Conn.

WOODWORK

C. H. DRESSER & SON, INC.

Factory—Cabinet—Special Wood work of All Kinds

287 Sheldon St.

Hartford

CHEMICALS

We are the only distributor in Connecticut carrying a complete line of heavy and reagent chemicals. Call us for immediate delivery at no extra cost.

APOTHECARIES HALL CO.

Established 1849 Waterbury, Connecticut M. H. RHODES, INC., of Hartford, which for a number of years prior to the war was ranked as the largest parking meter producer in the world, has developed a new, revolutionary parking meter described as the most advanced yet placed on the market.

Called the "Perfection Model," because it is believed to be the most foolproof mechanism of its kind devised to date, the new meter is said to possess the great advantage of eliminating any possibility of the loss of parking time by the motoring public or a city being cheated of parking revenues.

Invented and designed by Mr. M. H. Rhodes, chairman, president and founder of the company which bears his name, the new parking meter is considered a boon in its field because of its ability to register overtime in an amount which should be sufficient to avoid arguments between the motoring public and policemen on the question of over-parking.

Among other things, the new model brings about faster turnover of parking spaces, does away with rundown, inoperative meters, provides the greatest known degree of trouble-proof performance, sharply enhances the visibility of the timing dial, and affords protection against pilfering or burglarizing.

The first of the new meters were installed on the streets of Hartford late in July. Since then the Hartford

THE FIRST PERSON to drop a coin into the new M. H. Rhodes, Inc., parking meters when they were installed recently in Hartford was Mayor William H. Morteusen.

Police Department has reported that the public has taken a definite liking to the new meter. Policemen handling the meters have voiced satisfaction with the new model.

Indications are that the new Rhodes meter will win wide acceptance by municipalities throughout the country. Two days after the company announced the new model, a flood of telephone calls, telegrams and letters flowed into the Rhodes organization from cities all over the country requesting that the "Perfection Model" be demonstrated before their officials.



THE MAN who fifty years ago won America's first automobile race, through which the country's newspapers opened the vista of modern motoring to the public, will take part on Thanksgiving Day in Chicago in the re-enactment of that prophetic event as part of the Golden Jubilee of motoring to be staged by the Chicago Museum of Science and Industry.

The man is J. Frank Duryea, coinventor, designer and builder, with his brother, the late Charles E. Duryea, of America's first gasoline automobile in 1893. Mr. Duryea is a resident of Madison, Conn.

The announcement was made recently at a press reception in Mr. Duryea's honor given by the Automobile Old Timers, Inc., at the Hotel Roosevelt. The Old Timers' roster now numbers 838 members, according to George Conrad Diehl, president, and includes hundreds of the living pioneer automobile manufacturers, racing men, dealers and journalines.

The first race in this country was held on Thanksgiving Day, November 28, 1895, from Chicago to Evanston and return, a distance of approximately 55 miles, sponsored with \$5,000 in cash prizes by the Chicago Times-Herald and widely covered by other newspapers from coast to coast.

In that event J. Frank Duryea drove the successor to the first Duryea car, and this second Duryea he alone designed, arranged financing for, and built. His elapsed time over the 54.36 mile course, through four inches of snow and slush with frequent two-foot drifts, according to the official report of Arthur W. White, umpire who rode with him, was 7 hours 53 minutes, an average speed of slightly more than 7 miles an hour.

J. FRANK DURYEA, pioneer Connecticut inventor, designer and builder of this country's first gasoline automobile, with one of his early models. Mr. Duryea will participate in the re-enactment of America's first automobile race on Thanksgiving day in Chicago.

A total of 3½ gallons of gasoline was consumed during the event and 19 gallons of water. For his victory, his company was awarded \$2,000 after his 729-pound car had passed the necessary indoor mechanical inspection and pulling tests.

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There were five other cars in the race. The only one of them to finish was an imported Benz, piloted for most of the distance by Oscar Mueller but actually driven over the finish line more than an hour and a half

after Duryea by Charles B. King, the umpire-passenger, after Mueller had collapsed from exhaustion and lost consciousness.

Two other Benz cars, entered by the De La Vergne Refrigeration Company, of New York, and R. H. Macy & Company, of New York, started the race, as did two electric vehicles, the Electrobat, entered by Morris & Salom, of Philadelphia, and the Sturges, from Chicago. All but Mueller's fell by the wayside. None of the driv-

ers of the gasoline cars except Duryea is now living.

The race itself had been postponed on account of lack of starters from November 2. On that date, in order not to disappoint the spectators, the judges ordered an exhibition run by the only two machines on hand, the Duryea and the Mueller-Benz, to Waukegan and return, a distance of 92 miles. The Mueller-Benz finished this exhibition but Duryea encountered a farm wagon blocking the road and ran into a ditch.



THE NAUGATUCK FOOT-WEAR PLANT, United States Rubber Company, is the first plant in Connecticut to be awarded the National Safety Pennant for an outstanding record in the reduction of accidents.

The pennant will be flown over the plant but will be removed for the remainder of any week during which there is a serious accident resulting in lost time. This pennant accompanies the "Award of Honor for Distinguished Service to Safety" established by the National Safety Council to encourage reduction of industrial accidents.



THE STANDARD-KNAPP Corporation of Portland, manufacturers of packing machinery, has received a permit to erect a \$49,000 addition which will double the present plant's capacity.

Nothing Takes the Place of EXPERIENCE

Over One Hundred Satisfied Clients In New England Since 1931

The WORDEN COMPANY

References on request

MANAGEMENT ENGINEERS

STATLER BUILDING

BOSTON, MASSACHUSETTS

POSTWAR IS NOW....

Are You Ready for the Keen Competition Ahead?

Now, when you are utilizing every available facility for all out conversion to civilian production, it is not easy to find time to reestablish vital management controls necessary to maintain prewar profits.

Yet, if you are to be ready when civilian competition really begins, you must prepare now.

Many manufacturers are doing just that today by modernizing their management controls—Wage Incentives, Job Evaluation, Production and Planning, Cost Systems, Foremen's Bonus, improved Manufacturing Methods, etc.—with the help of Plocar Engineers.

For information and references, write

JOHN J. PLOCAR COMPANY

Singer Building, Stamford, Conn., Tel. Stamford 3-6815

Representatives in principal industrial areas

BUSINESS AND INDUSTRIAL MANAGEMENT CONSULTANTS

Boston Office 238 Park Square Building

PLOCAR ENGINEERS

THOMAS I. S. BOAK, works manager of the Winchester Repeating Arms Company, Division of Olin Industries, Inc., was recently appointed general chairman of the Committee of Economic Development of Connecticum, according to an announcement by New England Regional Chairman Henry P. Kendall of Boston.

Mr. Boak, who succeeds Theodore H. Beard of Bridgeport, has been chairman of the New Haven committee, which in three surveys made in 1943 and 1944, was credited with cushioning the shock of reconversion in New Haven. He cited the "choosiness" of unemployed as to jobs as one of the "most vexatious problems" confronting industry today.

* * *

GEORGE C. FOLLETT has been made sales manager of rubber labels of Naugatuck Chemical Division, United States Rubber Company, according to a recent announcement made by General Manager R. E. Casey.

CARL S. NEUMANN, president of the Union Manufacturing Company of New Britain, died at his home recently. He was a former president of the New England Foundryman's Association and during the days of the NRA he was called to Washington for consultation on foundry codes. He was a graduate of Wesleyan University and a member of Phi Beta Kappa.

JAMES DARCY, general manager of the Seth Thomas Company of Thomaston, recently announced that the plant's reconversion program has advanced to the point where 700 employees are now busily engaged in the manufacture of alarm clocks, time clocks for working establishments, electric clocks and precision works for bank locks.

During the war, the plant manufactured aircraft parts, parts for time bombs and numerous other automatic devices.

THOMAS H. CHAMBERLAIN was recently appointed factory manager of the Waterbury Manufacturing Company plant of the Chase Brass and Copper Company, according to an announcement by President Charles E. Hart.

RICHARD E. PRICHARD, president of the Stanley Works, recently announced that his concern had signed a contract for the erection of two more buildings. The new construction will add 370,000 square feet of factory space to the company's plant. A new garage will also be erected.

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FOR MORE THAN ten years the New England Council has been operating an interesting plan designed to emphasize the importance of New England manufacturing to New Englanders themselves.

Through the courtesy of the New Haven, the Boston and Albany, and the Boston and Maine railroads, ten exhibit windows are made available, without charge, at Boston's North and South Stations, for the use of New England industries. Invitations to use these windows are extended by the New England Council to New England manufacturing firms and more than 1500 exhibits have been scheduled and placed since the plan was started.

Participating companies have extended themselves to show their products in a most attractive fashion, with advertising of the manufacturer in all cases held down to mere identification, the object being to let the series of displays sell industrial New England as a whole to those who travel through these busy terminals. The window shown below was recently occupied by Farrel-Birmingham Co., Inc. The theme is the "World-Wide Use of Products" manufactured by the company.

WILLIAM C. MEEHAN, director of benefits, has given some handy hints regarding unemployment compensation through the office of James J. Graham, acting executive director, Employment Security Division.

Mr. Meehan told unemployed workers to immediately file a claim for unemployment insurance and to register for work with the nearest United States Employment Service office. Delay means loss of time and money. Partial benefits are paid to workers who are working on a part time basis.

Conditions under which payments are made and the amounts which an unemployed worker can receive were outlined in the communication which was published in the newspapers of the state.

* * *

A NEW CORPORATION to be known as the Middle East Company has been organized to pioneer in the marketing of American goods in the Middle East. James M. Landis, dean of Harvard Law School, is chairman of the board and Dan T. Moore, former regional director of the Securities and Exchange Commission in Cleveland, is president.

The company will represent American manufacturers in marketing their products among the peoples of Egypt, Turkey, Iran, Palestine, Iraq, Syria, Lebanon, Saudi Arabia, Transjordania, Ethiopia, Greece and Anglo-Egyptian Sudan.

Aid will be given American firms in erecting plants in the Middle East.



ALLEN

PRESSUR-FORMD

SOCKET HEAD CAP SCREWS

Note the true, sharp outlines of socket walls,—so accurately shaped that the bexagon key bears evenly and equally on all surfaces. So the key snugly "bottoms" in the hole; no rocking, no wrench-play.

Could you see through into the metal structure you would find that the steel-fibres conform to the shape of the head. Formerly and by other processes, the steel-fibres were cut under the head, weakening the socket-head at the very focus of torsional and right-angle strain.

Could you see microscopically, you would also perceive that the ends of the steel-fibres turn in toward the socket. These butt-ends impose still more resistance to key pressure.

Add to these features for powerful set-ups the HOLDING-POWER of precision pressur-formd threads, accurate to a high Class 3 fit... Then call your local Allen Distributor who has the only line of socket screws that incorporates all these strongpoints.



A TYPICAL New England Council-sponsored exhibit in Boston's North and South Stations. Purpose of the exhibits is to emphasize the importance of New England manufacturing to the millions of people passing through these stations. Above exhibit is one of Farrel-Birmingham's.

THE ALLEN MFG. COMPANY HARTFORD, CONHECTICUT, U.S.A.



Travel this Fast. Comfortable Way!

The commercial airlines and limited trains are doing a heroic job, but they can handle only just so many passengers.

an handle only just so many passengers.

If you have a necessary business journey . . . if you can't get accommodations on through trains . . . if you don't want to risk being set down by the airlines . . . we can take you

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Reduced manufacturing costs are absolutely essential to profitable post-war operations. A cost reduction program involves a low initial cost and establishes a permanent element for profit.

PRODUCTION DESIGN TOOL DESIGN PLANT LAYOUT QUALITY CONTROL OPERATION ANALYSIS MOTION ECONOMY MATERIAL HANDLING

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Moore said the field for American products was left open by the elimination of Germany, Japan and Italy which previously had supplied much of the goods required by the Middle

B. H. GILPIN, vice-president and general manager of Chandler-Evans Corporation, recently announced that all of the operations of the company would be moved to the plant of the parent company, Niles-Bement-Pond, at West Hartford.

During the peak of the war, Chandler-Evans carburetors, fuel pumps and other accessories were manufactured in four separate plants, the home plant at Meriden, Wallingford, Dayton and West Hartford. The Meriden plant now becomes available for sale.

Mr. Gilpin also announced the appointment of Alexander M. Wright to the position of assistant general manager and Floyd C. Gustafson to the post of sales manager.



A SPECIAL PRICE PROGRAM has been formulated by the Office of Price Administration as an aid to new small businesses during the immediate

postwar period. Entrepreneurs beginning small manufacture of most consumer goods, with the exception of clothing, will be permitted the option of selling their products under two special pricing methods, "in line" prices or at "temporary ceiling" prices calculated on a basis of current costs plus a specific profit margin.

Under the "in line" method, a beginning manufacturer may select a comparable product and adopt the present ceiling price. Under the "temporary ceiling" plan estimates will be required on expected costs to which the manufacturer may add a profit factor supplied by OPA. After operating for three months, a new ceiling will be established in line with actual costs incurred during that period.



THE BODINE CORPORATION of Bridgeport was recently awarded the Army-Navy "E" for excellence in war work. John S. Begley, chief of the Springfield Ordnance district, presented the flag at a dinner given at the Algonquin Club. It was accepted by A. V. Bodine, president of the company. It was the first award made by the Springfield district since V-J day. THE CONNECTICUT DEPART- Holm, 20 years, were not present at MENT OF LABOR and Factory Inspection, of which John J. Egan is the commissioner, recently published a booklet containing information on Connecticut industries. It is called the "Directory of Connecticut Manufacturing and Mechanical Establishments." Copies are available on request of the Labor Dept., or the Association.

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The current issue of this directory is the first since 1943 and hence includes comparisons with statistics compiled two years ago.

It includes statistics, broken down by county and city, as to the number of manufacturing and mechanical plants in the state and the number of employees which are employed therein divided into male and female groups.



TWENTY-FOUR **EMPLOYEES** who completed 20 to 25 years of service were honored recently by Fuller Brush Company of Hartford.

Alfred C. Fuller, board chairman, presented wrist watches and 20-year service buttons to Bert Rettinger, Charles Ciparelli, Richard DellaRocco, Salvatore Ferola, Albert Heineck, Paul Pedemonti, John Stoto, Edmund Thibodeau, Joseph Tomaro, John Cavanaugh and Frederick Carneau.

Mr. Fuller also presented 25-year diamond service buttons to Peter Cattanio, Roy Mason, Harry Sandstrom, Clarence Rowland, Angelo Colturi, Abbindio Coppa, Angelo Baroli and Claudio Falcetti.

Emanuel Gulino and Joseph Roncaioli, both 25-year men, and Fred the presentation ceremonies held at Indian Hill Country Club.

Frank W. Adams, vice-president and general manager, was toastmaster. Also at the head table with company executives were Philip Colturi, 35 years with Fuller Brush, and Frank Sinsigalli, president of local No. 19,919.



MANUFACTURERS ASSOCIA-TION of Hartford County has taken steps to help find employment for thousands of war workers by reopening its Employment Information Bureaus at 612 Capitol Ave., Hartford; 300 Main St., New Britain, and 2 High St., Bristol.

In support of the action, Manager Sidney E. Cornelius, in a letter to association members, asked their personnel departments to send to the offices of the organization lists with as complete descriptions as possible of expected job openings, along with lists of general qualifications that prospective applicants should have to secure



CHESTER L. MORRIS, JR. has been named assistant to Vincent Bendix, president of Bendix Helicopter, Inc. A pioneer in helicopter test flying, Mr. Morris jointed the Bendix organization as director of field operations last January. He served as commissioner of aeronautics for Connecticut, being appointed in 1931, resigning that post 10 years later to join Igor Sikorsky in experimental work with

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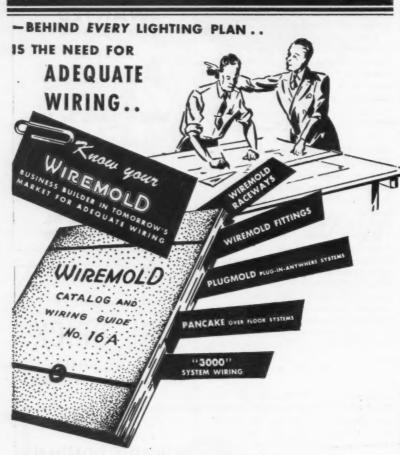
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Versatile Wiremold Raceways and Fittings efficiently meet the installation requirements of all modern lighting systems . . . whether incandescent, fluorescent or other newly developed light sources are used. In the Wiremold Catalog and Wiring Guide you will find the many sizes of raceway and the full range of fittings needed to plan either a complete basic wiring layout for new building construction or the wiring extension and relocation necessary in modernizing existing installations. Wiremold methods and materials are not new to you. They were your standby in prewar years. They have been widely used to speed work, save time and step up lighting standards in war plants throughout the nation. They stand ready now to become an essential part of your post-war business planning. If you have not received a copy of Wiremold Catalog No. 16A, write us at once.

THE WIREMOLD CO., HARTFORD 10, CONN.





the helicopter. He later became chief test pilot and then service manager for Vought-Sikorsky Aircraft.



A BROAD REORGANIZATION and expansion of its sales staff has been announced by Pitney-Bowes Inc. of Stamford.

Harry M. Nordberg, with the company since 1934, has been appointed manager of postage meter sales. Frank A. Nuttall, the company's wartime director of priorities, has been named manager of general mail equipment sales. Elwood M. Davis, who started with the concern in 1925, has been given managership of branch office operations, while W. L. Frew, employed since 1931, becomes manager of tax machine sales.



BERNARD J. DOWD, assistant factory manager of Royal Typewriter Company of Hartford, died recently at his home in West Hartford at the age of 61, following a short illness. Entering the company's service in 1907 as a draftsman, he later became supervisor and planning engineer and then general superintendent, the position he held until his promotion to assistant factory manager about a week before his death.

Charles B. Cook, vice-president and factory manager, and James Raynolds, superintendent of production, said Mr. Dowd leaves a breach in the Royal organization that will be sorely felt. His untiring efforts in behalf of the company and his integrity and general good common sense have been felt throughout his 38 years with the concern.



CARLOS CURTIS PECK, one-time New London County director of the Manufacturers Association of Connecticut, died recently. A resident of Old Lyme, he began his business career in Philadelphia, becoming superintendent of Nelson Valve Company. Later he returned to Bridgeport as superintendent of Bridgeport Brass Company, and then general manager for Standard Bras; and Copper Tube Company, which flourished in New London during the first World War. When the latter concern was absorbed into a Bridgeport industry, Mr. Peck ended his business connections and went to Old Lyme to take up residence.

DR. F. C. STANLEY, who has retired as chief engineer at Raybestos in Bridgeport, was guest of honor recently at a farewell dinner given by a group of his associates. A leader in his field for many years, Dr. Stanley retired after 28 years of service to the friction material concern.

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'In 1903 he received a Ph.D. from Yale University. After teaching for a number of years, he left that profession to devote his time exclusively to friction research at the chemical laboratory at Raybestos. He was made chemical engineer at the plant and five years later was promoted to chief engineer, a position he held until his retirement.

Dr. Stanley's knowledge and skill came to the fore during the war. He was instrumental in developing high speed cone clutches used in PT boat motors and airplanes which have been manufactured in large quantities at the Raybestos plant. He was the first man to develop the use of asbestos in friction lining and is recognized throughout the industry for his many contributions to brake and clutch development.

* * *

A HARTFORD SYNDICATE has purchased for investment purposes the United States Rubber Company plant on Park St., Hartford, according to announcement by Realtor Richard F. Jones. Mr. Jones acted as exclusive agent, negotiating the transfer with J. A. Adamson of New York, head of the real estate department of United States Rubber Company. The property was offered for sale at \$1,000,000 and has an assessment of

\$712,456.

The property consists of 10 buildings having a total floor space of 424,456 feet and buildings are divided into two groups. Sale of the property is considered the largest industrial transaction to take place in Hartford in a number of years. Names of the syndicate members were not obtainable.

* * *

MANAGER SIDNEY E. CORNELIUS has made known that member firms of Hartford County Manufacturers Association have reported more than 3,000 job openings for listing by the association's employment information service. At the time this issue went to press, some 1,000 job-seekers had registered with the association.

Of the people seeking employment, who have called at the association's 612 Capitol Ave. office, 60 per cent were referred to employment offices of member plants. It has been learned that 30 per cent of them were hired on their first application.



GOVERNOR BALDWIN has announced formation of a Connecticut labor-management advisory council organized with the hope that the cooperation between labor and management which aided production problems during the war can be continued to help solve the problems posed by peace.

The state's Chief Executive said the personnel of the council include Alfred C. Fuller of West Hartford, president of Connecticut Manufacturers Association; Timothy J. Collins of Fairfield, president of Connecticut Federation of Labor; Edward J. Lavery of New Haven, president of the State CIO Council; Harold V. Feinmark of New Haven, secretary-treasurer of Connecticut Federation of Labor; Edward Ingraham of Bristol, vice-president of Connecticut Manufacturers, and Herman Steinkraus, of Bridgeport, president of Bridgeport Brass Company.



A PIONEER in industry, who has headed the Minor & Corbin Box Company of New Britain since 1890, has been presented a scroll by the New Britain Club. He is John B. Minor, the club's oldest member, and he was given the scroll in honor of his 92nd birthday anniversary.

A native of Bridgeport, Mr. Minor has been engaged in manufacturing activities practically all of his life. Long prominent in Plainville civic affairs, where he resides, Mr. Minor is widely known throughout Connecticut and holds directorships in many New Britain industrial plants and banks.

•

MAJOR AIRLINES, with fares cut below the cost of first-class railway and Pullman lower berth tickets, are prepared to go all out for passenger business.

American Airlines and Pennsylvania-Central Airlines announced that the fare from New York to Chicago would be \$32.85, as approved by the Civil Aeronautics Board. Trancontin-

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ental and Western Air and United Airlines both quoted \$33.65 for the trip, as against \$35 on Aug. 20 before their cuts went into effect.

The Pennsylvania Railroad and the New York Central System reported their first-class, lower berth rate from New York to Chicago was \$36.93. All fares quoted were without federal tax.

The railroads quoted rates to Los Angeles at \$125.87. American Airlines reported its new rate was \$118.30, compared with \$119.10 previously. United Airlines said its fare to Los Angeles or San Francisco had been \$118.30 since Aug. 20, compared with \$124.75 before that, and \$149.95 before Pearl Harbor.



A DECREE confirming the plan of reorganization of the New York, New Haven and Hartford Railroad, as contained in the fifth supplemental order of the Interstate Commerce Commission, dated Feb. 8, 1944, has been signed by U. S. District Court Judge Carroll C. Hincks. All objections to the plan were denied by the court.

The order provides that the plan of reorganization, subject to the right of review, shall be binding on the railroad; on all stockholders, whether or not they have approved the plan; and on all creditors, no matter how they are affected by the plan.

* * *

PRODUCTS MANUFACTURED in German plants during the war are inferior to Amercian made products in regard to design, materials and hardening treatments employed, as well as general workmanship.

This is the opinion of A. H. d'Arcambal, vice-president and consulting metallurgist of Pratt and Whitney Division, Niles-Bement-Pond, West Hartford, who visited a large number of manufacturing plants in that country studying the metallurgical practice as well as noting the manufacturing procedures employed.

Mr. d'Arcambal recently returned from a three-month visit to England and the continent during which time he was employed by the United States government as scientific consultant for the technical intelligence committee of the Foreign Economic Administration.



THE CONNECTICUT WAR COUNCIL has voted to disband. The body came into being in May, 1940, under Governor Baldwin as a voluntary defense organization and then developed into a statutory war council. At the suggestion of the governor, the council directed Administrator Henry B. Mosle to wind up its affairs as soon as possible.

All services were eliminated except the functions of the state fuel and food administrators. Fuel Administrator Seth W. Darley operates directly under the governor's office and Mr. Mosle, also food administrator, will continue to serve as long as needed.



CLYDE S. BATCHELOR, metallurgist at Raybestos in Bridgeport, has disclosed that sintered metals would play an important part in the postwar friction field.

The use of sintered metals as friction material expanded tremendously during the war. Tests proved its superiority over the asbestos field for impeller drive clutch discs and plates for airplane superchargers, airplane brake lining discs, tank turret brake lining, tank master clutch rings and ring segments, tank cone brakes, automatic transmission plates for tanks, tractor steering clutch facings, earth moving machinery, steering clutch discs and brake band segments.

The knowledge gained during the wartime use of sintered metallic friction materials will be carried over to the heavy duty field in the postwar

* * *

THE FIRST POSTWAR task of telephone companies in New England will be to fill approximately 150,000 orders for phones, a job that will take many months due to lack of materials and supplies. New England Telephone Company and Southern New England Telephone Company state that after orders are filled they plan to swing into programs of improvement, expansion and replacement designed to add new plants and rebuild old ones which will incorporate the newest in telephone equipment.

This will take an estimated five or six years and cost approximately \$160,000,000. Of this amount, about \$100,000,000 will be spent by New



England Telephone, which covers all states except Connecticut, and \$60,000,000 by the Southern New England Telephone Company, which serves this state.

* * *

BELIEF THAT BUSINESS at the Fafnir Bearing Co. of New Britain should soon develop into the best in the company's peacetime history, regardless of any temporary reconversion lull, has been expressed by President Maurice Stanley.

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Continuing, Mr. Stanley said:

"To bring about such an end means, first, making bearings that are not only good, but better than those of our competitors; second, at a lower cost than competitors; third, finding customers for them.

"Each of us has talents to fit into this program. Let us each use these talents to carry over into peace a Fafnir Bearing Co. as great as that which distinguished itself in war."

* * *

OUR APOLOGIES to Percy E. Benjamin, Manager of the Industrial Development Department, New York, New Haven and Hartford Railroad, whose name was changed to "Adams" in a news item on page 21 of the October issue.

RECONVERSION HIGHLIGHTS

(Continued from page 9)

40 to 50 per cent of prewar normal. A tremendous backlog of business is known to exist in the rug and carpet market, a volume of such proportions that Bigelow-Sanford is prepared to expand employment rapidly. Peak employment should be reached in October, 1946, when the payroll should total 3,900 workers, which would compare with 3,200 before the war. The company expects to be completely reconverted by the first of the year.

Underwood Corporation at its Hartford plant was turning out 300 typewriters daily, of the standard make. Before the war the organization made 900 a day. In the postwar period as many as 1,000 a day eventually will be produced. At the time of the tour Underwood was employing some 2,000 workers. By the end of next year the total will run between 5,000 and 6,000 contrasted with a prewar peak of 5,600.

Wiremold Company of Elmwood plans to diversify its production by manufacture of articles other than wiremold, the concern's regular line. This departure from the company's prewar policy is expected to bring about increased employment, output and possibly plant expansion. Specifically the organization will make parts for stoves, chairs and other goods where equipment in the punch press department and the rolling mill can be used.

On resuming work after V-J Day last August, Wiremold returned to 100 per cent peacetime production. Since then, however, a Navy contract has been reinstated, leaving the company 86 per cent changed over to normal operations. New products are being developed at the plant, with two of them—new air ducts and wired plugmold—about ready for the market.

R. Wallace & Sons Manufacturing Co. of Wallingford, silverware manufacturers, has a postwar plant expansion program calling for a number of new buildings, one of which already is in the process of construction. The company is also effecting a complete

modernization of existing factories and equipment, in addition to acquiring much new machinery. The Wallace Company anticipates all-time record production, to be reached in 1948, at which time record employment of 2,000 is likely.

The century-old Landers, Frary and Clark Company of New Britain in August was heavily involved in war work. In September the concern was turning out carpet cleaners, heating pads, vacuum cleaners and other household appliances. In its main line -electric ranges and washing machines-Landers was turning out 300 units of each in early October, a figure which by next year should rise to 1,500 units each. Landers at the time was about 33 1-3 per cent converted. By January 1 it expects to be back to normal and by June of next year, if hopes are realized, the company will be working at a record peacetime pace.

Lux Clock Manufacturing Company of Waterbury is back to making alarm clocks. October rate of output was 300 a day. Normal production is placed at 10,000 a day, but the management expects an eventual rate of 16,000 a day. The company looks for



PARTICIPANTS IN CONNECTICUT Reconversion Tour: (First row, l. to r.) J. P. Ahearn, MAC; Emmet Crozier, New York Herald Tribuse; Betty Blanchard, Waterbury Democrat; Fred Lux, vice-pres., Lux Clock Mfg. Co., Waterbury; W. A. Johnson, MAC; W. J. Hartigan, Hartford Times; Garret Stack, New Haven Journal Courier; (2nd row) T. A. Haggerty, Winsted Citizens Evening Tribune; Will Lissner, New York Times; Edward Barthelmes, New Haven Register; Bernard Kranowitz, New Britain Chamber of Commerce; John Perham, Hartford Courant; (3rd row) Elmer Coburn, State Development Commission; Sanford Parker, Business Week; Niel Bulger, Waterbury Republican and American; Jack Butler, Bridgeport Herald.

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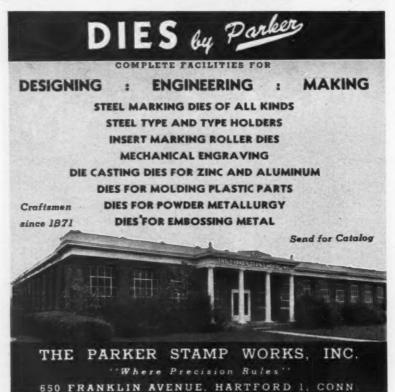
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all-time high employment of 1,500 next July, at which time sales and production are likely to be at record peacetime levels.

A. C. Gilbert Company of New Haven, reputed to be the largest producer in its field, has returned to the peacetime job of making toys. Officers said a substantial amount of toys will be on the market by Christmas, but the supply will be definitely less than the demand. The company is prepared to launch a sharp expansion program in production and employment. October employment was 925 compared to prewar employment of 1,000. By January the company hopes to have 1,200 at work and a year from now 1,500.

Winchester Repeating Arms Co. of New Haven looks with pride upon its reconversion and retooling progress. Its reconversion, completed in only two weeks, is viewed by management as an outstanding accomplishment in New England industrial circles. With 5,500 employees on its payroll, compared to an average 3,600 in prewar years, the company feels it is one of the nation's leaders in the solution of the unemployment prob-

General Electric plant in Bridgeport, in normal times one of the largest manufacturing units in Connecticut, is making washers, portable heaters, heating pads, fans, automatic blankets and construction materials. Radio receivers, roasters, heat lamps, and coffee makers were scheduled to go into production in October, and ironers and grills in December. Employment, down to around 9,000 after the war, is rising to around 11,500 next year.

Dictaphone Corporation of Bridgeport has the largest bank of orders for regular products in its history. Once all reconversion wrinkles are ironed out, the company anticipates record-breaking peacetime employment between 1,000 and 1,100, compared with about 700 before the war.

Yale and Towne Manufacturing Company of Stamford is suffering from a terrific shortage of manpower which, it maintains, is hampering the company in its efforts to swing into heavy output of its regular products, much of which is in the hardware lines. Once the labor shortage is overacyme, the company hopes to have a payroll far above prewar days when employment ran in the neighborhood of 4,000.

At the time of the war's end, Yale

and Towne's production of regular products had risen from a wartime low of 7 per cent to around 30 per cent of total production. Late in September the rate had climbed to 75 per cent.

Northam Warren Company, also of Stamford, has gone back 100 per cent to the manufacture of its line of cosmetics. The concern anticipates a sharp growth in business in the postwar era. As a result a new building with 20,000 square feet of floor space is being added to existing space of 170,000 square feet.

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THE STORY BEHIND VICTORY

(Continued from page 12)

If the silverware manufacturers approached their task with any fear of accomplishment it did not appear in the final results. Their organizations met every challenge, first in engineering and tooling up to meet ordnance requirements, second in setting up production lines and third in transforming existing organizations and recruiting and training hundreds of new workers. In the ranks of the silverware group were plants of International in Meriden and Wallingford, R. Wallace & Sons and H. L. Judd of Wallingford.

Backing them were the hardware companies who found in these items

something for which they not only had the equipment with minor conversions but also the essential know how, such as Seymour Products Company of Seymour, Union Hardware of Torrington, Stanley Company Works and American Hardware, of New Britain, Autoyre Company of Oakville and M. S. Little Company of Hartford. Aiding in this type of production which zoomed into the hundreds of thousands was B. Jahn of New Britain with the development of multi-slide dies designed especially for .50 caliber links and eight round

Russell Manufacturing Company of Middletown was the medium for one of the few excursions by Ordnance into the textile field. Russell inventors and engineers concerned themselves with producing webbed machine gun beles. These had always been in use by the Army, but Russell Manufacturing went to work to perfect a belt which would function smoothly and which would not cause jamming resulting in gun stoppages or malfunction. As steel became tighter and link belt productoin was threatened the work Russell had done in pioneering belt changes came to the fore.

The Middletown concern developed a belt of special weave to prevent stretching and at the same time increased normal webb belt capacity by use of its patented processes from 100 to 150 rounds to 250 rounds. Furthermore by ingenious use of plastics the company eliminated the use of steel and at the same time continued research until a belt was made which

could be reloaded and used several times in the field.

Russell went even further than mere manufacture. It offered the patents to the Government for war production without cost and made them available along with expert advice and complete information to other producers, many of whom were peacetime competitors. How greatly this unselfish service was appreciated was indicated by the award to the web belt developers of one of the few special Ordnance Department citations for accomplishment.

If the "Fuller Brush Man" disappeared from the front doors of the nation it was because the Fuller Company diverted its resources and capacity to the business of turning out brushes for cleaning guns. The tool kits that enabled soldiers in the field to take their weapons apart came from Union Hardware. Linking and delinking devices were produced by Silent Glow Oil Burner Corporation of Hartford and F. B. Shuster of New Haven.

Naturally, small arms and small arms ammunition dominated the war industrial machine for the first two years of the war effort and continued at a steady but levelled off pace to the end. Two of the major machine gun producers were High Standard of New Haven and Colt's of Hartford. Colt's, as a maker of weapons through three wars was expected to be a primary producer. High Standard was more or less a newcomer to the field, therefore its record was all the more remarkable.

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RECONVERSION—A new word that has crept into use but not as yet into the dictionary. We all know what it means however. Connecticut manufacturers who put the same drive into it that they did into conversion from peacetime to wartime production know too that the key weapon is Advertising. Used in any one of its many forms it will lead to successful and profitable business. The time to Plan is now.

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172 HIGH STREET • HARTFORD, CONN.

From practically nothing, from the time High Standard began to make machine guns it was producing weapons within five months, and this with much machinery that was antiquated and obsolete, bought wherever it could be found, but made to work.

Throughout the war emphasis was placed by Ordnance Department chiefs on firepower and equipping American soldiers with the finest weapons carried by any Army in the world. In this war the machine gun came into its own, in the air and on the ground, and it was largely the guns pouring from New Haven and Hartford assembly lines that spelled success.

Changes in the original models were constant. In one year alone there were 850 changes in design of the .50 caliber basic gun. Some were minor to be sure and based on simplification, experience in the field or perhaps substitutions of less critical materials, but all designed to increase efficiency and firepower as well as to save the taxpayer's money. Each of these changes meant redesign, new tooling, new

problems. Each had to be made without stopping the work in progress. How great the task can be imagined but the results were more than worth while.

From war's beginning when the rate of fire was 800 shots per minute, war's end found the rate increased to 1200 shots with the same basic weapon. In like period the cost per gun which had been approximately \$700 in 1940, had been reduced to less than \$200.

Winchester and other arms manufacturing plants placed all their resources at the disposal of the government. The first educational order placed by the Springfield Ordnance District, the guinea pig for the hundreds of contracts that were to follow, was given to Winchester for the MI Garand rifle months before Pearl Harbor when the need for an infantry weapon of increased firepower became apparent. Continuing orders for Garand manufacture were placed until June of 1945, and Winchester in conjunction with Springfield Armory, a government establishment, were the only two suppliers for this weapon for the war.

Sensing the need for a lighter weapcn to supplement the rifle, with longer range than the pistol produced by Colt's which was standard for the Army as a side arm, Winchester developed the carbine, Cal. .30, in 1941, and began its manufacture in 1942. It proved itself, first in jungle combat in the Pacific, and later in Europe.

One of the principal conversions of a peacetime plant to wartime production took place in connection with the carbine program, namely, that of the Underwood Corporation with factories in Hartford, Bridgeport and New Hartford. While carbines were only one item manufactured by Underwood, the record made was outstanding.

Original conversion plans of early 1942 were geared to requirements of 1100 barrels a day by Underwood, but the program was stepped up rapidly to 4,400 barrels daily, and eventually to a peak production of 7,000 barrels a day. This was conversion based on utilizing every possible Underwood owned machine, applying engineering and manufacturing experience and by simplifying operations so that inexperienced and unskilled labor could perform the most difficult operations. Before war's end, Underwood had produced 1,706,436 carbine barrels of which 600,177 went into the company's own carbines with a required assembly of 37,101,956 parts.

In addition, Underwood produced armor piercing bullet cores, tubular dowel pins, percussion primers, delay plunger assemblies, 20 MM fuzes, rate of climb indicators, automatic gun chargers, bomber firing devices, Oerlikon gun parts, Bofors gun parts, anti-tank mine fuzes, azimuth aided tracking kits, test barrels, and more than 22,000,000 spare parts of mis-

cellaneous types.

These are only high lights of what happened in scores of industrial establishments. Almost without exception it meant a complete changeover. And what was true of Underwood was applied also to Royal Typewriter Company, although Royal's contribution was somewhat less spectacular from an Ordnance standpoint centering largely on the bullet core and machine gun spare parts production.

The then Auto Ordnance Company, now Maguire Industries Inc., of Bridgeport forged to the front with production of the Thompson sub-machine gun, of itself one of the most

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410 ASYLUM STREET, HARTFORD 3, CONN. 220 EAST 42ND ST., NEW YORK 17, N. Y. audacious undertakings recorded by Ordnance. Marlin Firearms Company of New Haven developed the M2 submachine gun in response to 1942-43 demands, a weapon that looked like an automobile grease gun and which weighed only a trifle more, designed for cheap production and to be discarded in the field when fired out. Sights were made in quantity by J. Otterbein & Sons of Middletown, Lyman Gunsight Corporation of Middlefield and Greist Manufacturing Company of New Haven. Silencers were represented by the output of the Cutts Compensator Company of Middletown. Billions of rounds of small arms ammunition of all calibers rolled from the lines of Winchester and Remington. Their production figures were astronomical.

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It remained, however, for the Bridgeport plant of the General Electric Company to provide the frosting for the small arms cake. This was known technically as the rocket launcher. Popularly it was the "bazooka," one of the first of the "hush hush" weapons which caught the public fancy.

Although begun early in 1942, it was not until after the landings in Africa and the campaign against Rommel in full swing that the wraps were removed and the world admitted to the secret of America's first use of the rocket in warfare.

In the spring of 1942, Army Ordnance advised the General Electric Company that, based upon preliminary laboratory and proving ground tests, it wished to develop and standardize a portable, electrically-fired launcher for armor piercing rockets, light enough to be carried by one man and that could be fired from a man's shoulder. On May 20, Ordnance presented to the G. E. Appliance & Merchandise Department at Bridgeport, rough sketches, a rough model and a letter purchase order for 5,000 launchers, to be designed, developed and manufactured within 30 days.

Within 24 hours the first design of the famous "bazooka," was completed. A working model followed four days later and was sent to Aberdeen Proving Ground for test. Two days later a second model was completed. A total of 14 models, each incorporating modifications of the original design, were made and tested during the first three weeks of the project. The 14th model was approved by Ordnance for production.

Eight days remained to design and At the same time the ammunition-

build tools, secure raw materials and machines, set up a makeshift production line, and manufacture 5000 launchers—with inexperienced personnel.

All of the resources of the General Electric Company were thrown into the job. Executives and foremen lugged materials, and lent a hand where they could. Skilled workers were borrowed from many departments, as well as from outside manufacturers. Office workers with technical skills went to work on production lines. The coordinated efforts of a small army of production men, engineers, draftsmen, tool makers, purchasing men, and expediters were needed to start production.

The first order was a hand-tailored job. Parts were made in widely separated parts of the plant—wherever room could be found—and brought together for assembly. Enough steel tubing to start production of barrels was flown from Pittsburgh.

Changes in design were made during production. A draftsman suggested an improvement in the light indicator set in the stock of the gun; a jig and die were made in an hour, and the change incorporated into production. A suggestion by two inspectors smoothed out the design of a small dust cap used in the sighting link.

Within eight days—and 89 minutes short of the thirty-day deadline, 5000 portable launchers AT-M1, had been manufactured, had passed Ordnance inspection, been export crated, and loaded for delivery to a port of embarkation.

From this strenuous beginning there developed an extensive program of development and production. The $2\frac{1}{2}$ " launcher went through seven major revisions, many of which required retooling. The success of the "bazooka" led to the development of a $4\frac{1}{2}$ " aircraft rocket launcher, a $4\frac{1}{2}$ " tripod launcher, and a portable $4\frac{1}{2}$ " tripod launcher for ground troops.

No description of Connecticut's small arms picture would be complete without including shot guns and 22 caliber rifles used in training programs. These were produced by Winchester Repeating Arms Company and O. F. Mossberg and Sons of New Haven. So urgent was the need for shot guns in training air force personnel that retail store racks were denuded and the used gun market scoured for the much needed weapon.

making plants were asked to include heavy commitments for shot shell to their already staggering output. (To be concluded in December issue.)

> Pacific Coast wholesaler and exporter with offices in Mexico, Australia and Philippines desires to contact manufacturers for distribution of their post-war products. Best financial references.

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BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

→ HE index of general business activity in Connecticut registered the sharpest decline in its history in the month of August as it fell approximately 28 percentage points to an estimated 22% above normal. Large-scale layoffs of manufacturing employees following the capitulation of Japan caused reductions in the employment and manhour components of the index. The ending of the war, however, had a less immediate effect on freight shipments and cotton mill activity although both indices reflected slight reductions from the preceding month. The construction index, on the other hand, registered its second consecutive increase as both residential and non-residential building contracts picked up.

The United States index of industrial activity also dropped sharply in August, falling off approximately 10 percentage points to an estimated 27% above normal. The National and the State indices are again at approximately the same level, a condition that had obtained during the twenty

years prior to the war.

The somewhat sudden ending of the war has brought into sharp focus the problem of shifting our labor force from war to peacetime pursuits. The transition is expected to be no less difficult than that experienced in 1942

when the Nation's business converted from peace to war. During that adjustment period although goods and services were at a premium the very adjustment itself left many workers unemployed. The situation in reverse again points to considerable unemployment during the coming months and the paragraphs that follow examine the transition situation in Connecticut as it affects employment and unemployment.

The index of manufacturing employment in this State declined 25 percentage points in August to an estimated 23% above normal. This reduction places the index at the lowest level in the five years since August 1940. The downfall of Japan was followed closely by wholesale cancellations and cutbacks of war contracts causing many companies to close down for inventory taking and for readjustment of production schedules. For example, in Hartford County 82 plants located in Bristol, Hartford and New Britain reported total employment of 67,000 in August as against 87,000 in July, a drop of 23%. Since a large portion of this loss occurred in a few large Hartford armament plants, it is believed that other areas of the State did not reach this high rate of loss. In Waterbury, the only other area for which August

data are available, employment in the eight largest manufacturing concerns was reduced from 26,000 in July to 22,000 in August. Many of the layoffs resulting from these shutdowns were permanent as some concerns anticipated reduced employment in the postwar period. On the other hand many workers were laid off only temporarily while plants were making preparations to return to the manufacture of civilian goods.

A measure of the immediate effect on employment is reflected in the reports of the State Department of Labor which in the four weeks ending September 1 received 71,000 unemployment notices and only 19,000 accession reports for a net loss of 52,-000, of which 49,000 came in the last two weeks of the month. On the other hand, the United States Employment Service showed 19,000 available job openings in this State as of September 1 and the classified sections of the State's largest newspapers list column after column of help wanted ads. The need for workers in the case of certain companies is so acute that they are regularly resorting to the use of display advertising in an effort to attract labor. Some of the people currently recorded as unemployed probably will not return to the Connecticut labor market. Among these are the many women who plan to remain in their homes, older people who came out of retirement to assist in the war effort, and out-of-state workers who will go back to their native states. Some of the released war workers are enjoying their first vacation in over three years and are in no hurry to accept new employment. Thousands of others are shopping for postwar openings in which they can make maximum use of their newly acquired wartime skills and are reluctant to accept either lower paying or less desirable types of work.

Under a situation as described above we have what is termed "statistical unemployment" i. e., a condition where in the number of persons recorded as unemployed does not reflect a measure of surplus workers. When the bulk of the current supply of unfilled jobs becomes manned and those who plan to withdraw from the labor market are ultimately removed from the unemployment compensation rolls it will again be possible to reconcile reports of unemployment with lack of work if any. The important problem that is likely to exist in the coming months appears to be one of bringing work and worker together.

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OVER THE DESK AND ON THE ROAD

C. L. EYANSON Secretary

PRESIDENT L. P. SPERRY of the Scovill Manufacturing Company, got right to the heart of the Reciprocal Tariff Act when he said in a recent issue of the company "Bulletin" that "we each have a very personal interest in the success of the company, but most of us are not in a position to see some of the larger problems with which we have to contend but which will affect us individually if not properly met. Here is one:

"In the year 1944, using round figures, we paid to those employed by the Company in the United States the sum of forty million dollars (\$40,000,000), and our other costs for materials, supplies, and so forth, were about fifty million dollars (\$50,000,000). We paid the stockholders two million and ninety-three thousand dollars (\$2,093,000) for the use of their investment.

"If those employed had been paid on the wage scale of, say, England (which we know about because we have a small factory there), they would have received only seventeen million dollars (\$17,000,000), which is less than half what they got here. In other words, our goods would have cost twenty-three million dollars (\$23,000,000) less to produce.

"The wage scale in every other country in Europe and Asia was lower than the British before the war and undoubtedly still is.

"It can easily be seen that even the British could have sold at our cost, not allowing anything for our stockholders, and made a profit of twenty-three million dollars (\$23,000,000), or they could have paid their stockholders what we paid ours and sold at about twenty-one million dollars (\$21,000,000) less than our cost.

"The Congress has just passed a Reciprocal Trade Act. Mr. Talbot, the Congressman from this district, very properly voted against it. This law puts a ceiling on customs duties equal to those of the last Tariff Act, but allows a reduction in them to as little as one-quarter of those originally established. The old tariff rates fairly well protected us though many things such as pins, buttons, snap fasteners, brass tubes, and other products were imported under it."

He said other interesting and important things in his statement. You ought to read it. We haven't consulted Mr. Sperry but suppose he wouldn't mind sending a copy to you if you would write to him.



Remember Donald Richberg? The other day in Virginia in a public speech he said: "Those so-called leaders of labor who keep perpetually demanding more pay for less production and shorter hours are leading their followers down the hill and into the swamps." He stated, not too incorrectly, "Probably these criticisms will put me in the labor 'dog house' reserved for reactionaries and renegades. despite the long years of service I have given to the cause of organized labor." He then proceeded, for the first time, to unfold the inner feelings which he undoubtedly harbored from N.R.A. days. Among other things, he said: "The only way whereby a policy of higher wages and lower prices can be maintained is through increasing the productivity per man-hour of labor. Therefore, shortened hours and higher pay, with no increased productivity, brings nothing but inflation. That is rising prices with a diminishing value of the dollar."



A number of years ago we accompanied the Storrow Committee, New England Governors and such on an inspection trip of New England railroads. The private cars of these roads, either the President's or business car, were hauled by the old "Naugatuck." She was a beautiful piece of work. As we remember, her boiler was covered with the shiniest of brass. Her woodwork and her steel gleamed in the sun. She had a huge golden eagle as a figure head, and her cab and observation run-way were glass enclosed. She was the kind of locomotive that would constitute a boy's dream of what a locomotive ought to be. She looked like a museum piece and even in our forties, as we were then, we thrilled when we were permitted to take the throttle for a short distance between blocks. But we weren't alone in that thrill because the dignified James J. Storrow, serious E. O. Goss, exuberant E. Kent Hubbard and the more or less staid governors of the New England states, acted like boys on a scenic railroad when they were permitted to give her the gun.

We wonder if the old "Naugatuck" is still in existence. There are plenty of men on the New Haven who would know, and we imagine that the President, Howard Palmer, must have an affection for that fine old "Nauga-

tuck."



It was a little old blacksmith's shop, perhaps 20' by 20'. It was weather-beaten because no one from the time that it was built took the trouble to give it a coat of paint, yet it had real dignity. It wore its nicely designed cupola, which once held a weather-vane, in a majestic sort of way.

It stood all alone for a short period, in a 121 acre plot located almost in the heart of Hartford. That was before Niles-Bement-Pond began construction of its great, sprawling plant at Charter Oak Park, but just after the old State Fair Buildings had been demolished.

In that little old shop were shod some of the greatest horses that ever trod the American turf. There it was that the greats and near-greats of harness-racing talked the talk that only real horsemen know.

For a number of years we were a member of the Executive Committee and Board of Directors of the Charter Oak Fair under the presidency of Mr. Henry Trumbull. We had a deep affection for that weatherbeaten building and all of the racing traditions for which it stood. So, on a certain occasion when we met Clayton R. Burt, the president and now chairman

(Continued on page 43)



EXPORT NEWS

By W. ADAM JOHNSON, Director, Foreign Trade Dept., and Manager Hartford Cooperative Office, Bureau of Foreign and Domestic Commerce.

"IMPORT OR ELSE," was the subject of an address recently given by Mr. P. J. Prentice, vice-president of "Fortune" magazine before the Pan-American Conference in Boston. Mr. Prentice said, in part, "Today we hear a great deal of talk from business leaders and Government officials alike about how after the war we must create employment by exporting (I quote): 'many times as much as we exported before.' That's wonderfulprovided sooner or later we also plan to import many, many times as much as we ever imported before-provided we are prepared to import (tariff or no tariff) at least as much as we export.

"Two-way trade like that can raise the standard of living all over the world. More importantly and more immediately, I think it is probably true that two-way trade like that is the only hope of restoring Western Europe to the free democratic world in our time. Europe needs our goods as never before to repair the ravages of war and to escape from cold starvation. But if European business is going to get its wheels running above a snail's pace for years to come, Europe also needs a chance to sell to the great American market-the only great, vital, unravaged market in all the world; the only market whose sure and unshaken demand can (to mix metaphors) prime the pump and start the wheels of production running right away, without years of waiting.

"High tariff or low tariff, there are signs today that American business is beginning to realize at long last that we must balance our exports with imports. If we balance a \$20,000,000,-000 export trade just by importing strange things we don't make in this country, that's all right with me. Maybe we can use \$20,000,000,000 worth of Chinese antiques, Mexican pottery, Balinese idols; maybe in the age of flight our tourists can spend \$20,000,000,000 a year abroad, though I don't see how that will leave them much time to keep our own domestic hotels and passenger travel services going. Perhaps the Japanese can incent a new export to replace silk now that most of our stockings are to be made of nylon. Perhaps the Dutch East Indies can invent some new product to take the place of the rubber displaced by better and perhaps cheaper synthetics. Our researchers tell us cassava roots are the new white hope of the Indies-that's tapioca to

"Anyhow, if we can balance a \$20,-000,000,000 export trade and still keep up our high tariff-well, that's

wonderful.

"But high tariff or low tariff, once again let me say that, as this tragic war ends in bloodshed and tears and devastation and poverty, we have a special call to resolve-highly and soberly-that never again will America try to export so much more than we are willing to import (as we did after World War I) that the tragic and menacing results will be a world hopelessly in debt to us and suddenly brought face to face with bankruptcy (as it was after 1929) when America tried to cash in and collect.

"Here is the succession of what followed, not in my own words but in the words written in 1939 by Raymond Leslie Buell, who is now one of our editors but whom you also know for his years of teaching at Harvard and his years as President of the For-

eign Policy Association:

'The methods of recovery adopted by the Democracies further injured the debtor nations. The largest creditor in the world, the United States, adopted the Hawley-Smoot tariff in 1930. This was the signal for tariff increases all over the world. The next year France inaugurated the quota

system, drastically curtailing her imports, and Britain not only abandoned the gold standard in 1931 but subsequently adopted tariff protection and furthered the closed door system within the Empire through the Ottawa agreements in 1932.

"The Western Democracies may believe in political liberty, but they are the leading exponents of economic nationalism: A 50% reduction in democratic tariffs would probably have been worth more to the German people than the annexation of the whole of tropical Africa. Hitlerism is the immediate cause of the present war. But Hitlerism would not have come into power except for the economic and political nationalism of the West.

"'This indifference to the effect of our country's policies on other peoples has turned the world upside down and produced this new war.'

"In 1929 there were few thinking people in Germany who would not have laughed in your face had you suggested Germany would turn to the funny little man with the Charlie Chaplin moustache as their only hope. But four years later it had happenedvery largely because of the closing of the world's markets following America's lead and the distress this created in Germany. And I believe future historians will say the last real chance of averting this war died-not at Munich in 1938-but at London in 1933, when we Americans broke up the London Economic Conference because we wanted to try the blue eagle and to boost our exports with the 59 cent dollar.

"Well, once again we stand on the threshold of a post-war world. The lives of 200,000 American boys, the blood of half a million wounded, has once again brought us peace. But this time I hope we have learned something from the tragedy; that we will not make the same mistake we made a generation ago.

"Foreign Trade, exports and imports in balance, can be the surest foundation for peace. But the neomercantilism of the years from 1919 to 1939-the crazy drive to export, export, export without letting our debtors balance their trade with goods-will lead to a third world war as surely as it led to the second.

"Is it worth it?"

(Continued on page 38)



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TRANSPORTATION

By N. W. FORD

Executive Vice-President

ARMY VEHICLE SURPLUS DUE TO REMAIN IN EUROPE:—

Relief needs, victory over Japan and the expense of shipping combine to dictate the policy that vast quantities of American military automotive equipment shipped to Europe will not be returned to the United States. According to dispatches from Paris, the U. S. Army now has on hand in the European Theater of Operations, exclusive of the Mediterranean area, 528,382 motor vehicles, of which 124,321 are two and one-half ton trucks and the rest jeeps and other types of vehicles.

Although many vehicles in the total pool were said to be in disrepair, about 20 per cent of the units had been passed as fit for shipment to the Pacific area and it now appears they will be declared excess and offered for sale abroad. A large number are being turned over to governments on the Continent to relieve their transportation ills.

The Army policy on disposal of vehicles has not yet been finally settled, but it is understood that 82,000 Army vehicles are reported to have been approved for disposal as they become excess, including 25,000 two and one-half ton trucks.

* * *

CLOSING OF ODT DISTRICT OFFICES BY NOVEMBER 1 ANNOUNCED:—The Office of Defense Transportation, highway transport department, will have closed all of its district offices by November 1. With no field staff to carry out its functions, the ODT will become largely a "paper organization" in Washington. This is a natural result of recent revocations of virtually all of the most important orders restricting motor carriers, effective at the district office closing deadline or earlier.

DECEMBER 1 MARKS END OF ODT TRUCK ALLOCATION:—

The activities of the Office of Defense Transportation in connection with the allocation of new trucks and trailers to consumers will be terminated by December 1, 1945. In order to gradually taper off controls, the following five-point program was adopted:

1. The ODT discontinued accepting applications for certificates of transfer, which had been necessary to purchase new vehicles, at the close of business on September 22.

2. Applications filed in Washington or with ODT field representatives up

to September 22 and approved were honored with certificates of transfer up to the end of September.

 During October, truck and trailer dealers, distributors and factory branches were permitted to deliver vehicles only to holders of certificates of transfer.

4. During November, holders of certificates of transfer will have priority over non-certificated prospective purchasers of equipment.

5. At the close of November, the whole certificate of transfer system will be abandoned.

* * *

WAGE - HOUR EXEMPTION—INTERSTATE DRIVERS: — Upholding a principle set forth by the Federal District Court for Southern New York in the case of Walling v. Comet Carriers, Inc., the U. S. Circuit Court of Appeals has ruled that motor carrier "safety employees," such as drivers, who engage at least one day a week in interstate transportation are exempt for that week from the minimum wage and overtime provisions of the Federal Fair Labor Standards Act

(Continued on page 38)

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VETERANS REEMPLOYMENT

By JOHN P. AHERN

Executive Assistant

RASTIC reversal of policy affecting reemployment rights of veterans and wartime replacements, later called into the military service, has been announced by Selective Service. The restatement of policy is contained in the Selective Service's new handbook for the guidance of the Service's 6,500 boards. The book called "Handbook-Veterans Assistance Program of the Selec-tive Service System" is printed by the U. S. Government Printing Office, Washington 25, D. C. We are informed that copies can be purchased for a nominal cost. The book, in looseleaf, should be a valuable addition to a personnel executive's library.

Local Board Memorandums 190 and 190-A, previously the sole set of reemployment interpretations, are superseded by the handbook. Some of the

changes in policy are:

1. That a veteran returning to his pre-service employment cannot be

compelled to join a union, even though a closed-shop agreement may be in effect. Previously, Selective Service had indicated this policy, but did not specify "union membership.

2. That before a veteran is deprived of reemployment rights it must be shown clearly that the employment he left to enter active military service was "temporary." Selective Service had previously held that a wartime replacement called into the military service was a "temporary employee" and not entitled to reemployment rights. The action, in effect, says that a person who replaces a worker entering the service also earns a reemployment right when he enters the military service.

3. That in all borderline cases the doubt as to whether the position left by the veteran was temporary should be resolved in favor of the veteran.

4. That part-time workers, probationary workers and apprentices are

not necessarily "temporary" ployees. The employers must prove each individual case to be "temporary," otherwise these workers, upon returning from military service, also have job reemployment rights.

5. That the veteran's right of reemployment continues for one year after reinstatement and may not be terminated by temporary shutdown or

lav-off.

6. That the returning veteran cannot be demoted during his one-year guarantee of job restoration.

7. That the veteran returning to his own job is entitled to any automatic. pay increases given solely on the basis of length of service.

Under the new policy it was explained that when two or three men have worked on the same job successively return from the armed forces and each claims the job, that each has a right to that job or to one of like position, status and pay. Further, should the first man claim his old job, his replacements, as veterans, also must be rehired no matter what nonveteran workers must be displaced.

As to those wartime replacements who signed statements with their employer that they were "temporary employees," the Service holds that such quit claims are not in themselves proof that the replacement was a temporary one. A Selective Service official explained that a job of indefinite duration, such as for the length of the war, is really a job "other than temporary."

The handbook is the most complete reference manual the writer has seen on the subject. Contained is information not only on reemployment and the functions of Selective Service but also all laws and court rulings to date. The section entitled Statutory Reemployment Rights is annotated by reference to court decisions in the ap-

pendix.



In order that returning men who desire to take advantage of the educational opportunities of the GI Bill, without losing their seniority rights in the railroad service, understandings have been reached with all the labor organizations with which The New Haven Railroad has contracts, under which leaves of absence may be granted for the purpose of grasping this educational opportunity.

Returning railroad servicemen wishing to obtain this leave of absence apply to their supervisory officer.

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ACCOUNTING HINTS

Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

HE impact of Pearl Harbor on industry was probably the greatest experience of its kind which befell the United States up to December, 1941; but even this transition fades into insignificance by comparison with the abrupt industrial reversal which occurred at "V-J" Day as to speed, magnitude, intensity, and social effects. Over night business men found themselves tossed into a period of great change, shifting from war activities to peace time pursuits. As with all such fundamental changes great trials and problems lie ahead involving future success or failure. Survival of the fittest-the better prepared-is as inevitable as the law of gravity, legsilative protection and subsidies notwithstanding. Adequate ac-counting and reports will be indispensable tools for management in meeting these problems.

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Among the accounting problems which face industry at the dawn of the new peace era are the establishment of new standards, analyses of distribution costs, and selection of markets particularly in the light of recent court decisions, and the reestablishment of a proper mental attitude toward overhead expense items. The indifferent attitude toward expense control on account of the high tax rate structure must be checked.

* * *

In the September issue reference was made to the factor of overhead expense as an element of cost of production. The proper accounting for this item is always of considerable importance, and in some instances it has a special significance. One instance of this recently showed up when a company was preparing its submission to the Price Adjustment Board for renegotiation purposes. The overhead rates for the various departments had been established on bases whereby they would be properly absorbed where they should

be if the operating conditions in the departments had remained constant on bases of which they had been established. However, during the year there had been some wide fluctuations in the departmental activities with the result that distortions developed as to over-absorbed and unabsorbed overhead by departments. This meant that the amount of overhead as charged to renegotiable and non-renegotiable business was directly affected. The vigilance of the cost accountant brought these facts to light and the company was able to demonstrate to the satisfaction of the Price Adjustment Board that an additional deduction in excess of \$100,000.00 was chargeable to the renegotiable portion of its business, which had a material effect on the amount of the requested renegotiation refund. Incidentally, rerenegotiation is still in effect for the year 1945.

* -* *

Under the impetus of war demands industry has performed wonders. New methods of production have been devised, new materials used, which will change future operations and schedules. These changes will be reflected both in direct costs and in the application of overhead charges.

* * *

JUST AS THE exigencies of the war era led to drastic changes in long established accounting routines and the adoption of more efficient methods of assembling and keeping records, the abrupt turn in industrial affairs after V-J Day offers a new challenge to industrial accountants for the new period. The Postwar Reconversion period finds many concerns with greatly changed facilities. The extent of original conversion to war purposes may measurably indicate the degree of reconversion now involved, but the plant may never again be

recognizable as its own self—a change not infrequently for the better.

We are going through a period of great opportunity for improving accounting operations in conjunction with plant operations. There are some possibilities along these lines with respect to the handling of small orders. During the war years many companies have found it necessary to add to the number of copies of the orders sent into their plants for manufacturing purposes. These additional copies of production orders were necessary and paid their way during the last four years. It is now possible, in many concerns, to simplify the order writing procedure, and this should be done wherever possible to effect cash savings and also to shorten the time element between receipt of customer's order and the issuance of production orders to the plant.

Some concerns have started Small Order Departments and actually segregated a portion of the plant to handle this type of business. When this can be done it is natural for savings to be made. Oftentimes the number of copies can be cut down, which, in addition to the cost of the paper, saves all of the indirect clerical expense involved in the handling of these forms.

It is quite possible too for the cost accountant to very materially simplify the accounting procedure for handling the material, as well as the labor and burden in the Small Order Department. One hint that might prove invaluable in this respect is a change in the method of accumulating the time an employee works on a particular order. It is recognized that detailed postings are necessary for most of the orders going through the plant. However, in the case of small orders, which are literally here today and gone tomorrow, it is feasible to designate the elapsed time spent on a job in space designated for it on the back of the shop work card by the employee, without further posting.

There is no time like the present to re-examine the accounting structure, and to bring it up to date.

* * *

"Accounting Factors in Price Control" will be the timely topic of discussion at the November 20 meeting of the Hartford Chapter, N.A.C.A. Mr. Paul M. Green, Deputy Administrator for Accounting, OPA, Washington, has been secured as the speaker. The Chapter is also conducting a study course in standard costs.



QUERIES

By FREDRICK WATERHOUSE

Counsel

QUESTION: We have just received a request from the state of Kansas to register for the purpose of collecting a Sales or Use Tax. We have been doing business in Kansas for some time and wonder if this is something new.

ANSWER: It is somewhat new. The 1945 session of the Kansas Legislature broadened the tax base of the Use Tax to cover the storage, use or consumption of property, rather than just the use of it, and requires the collection of the tax by the retailer. The law is quite broad and includes a definition that "retailer" means every person engaged in the business of selling tangible, personal property for use within the

meaning of the act. It gives the director permission to regard any salesmen, representatives, truckers, pedlers or canvassers as the agents of the dealers, distributors, supervisors, employers, or persons under whom they operate or from whom they obtain the tangible, personal property sold by them, irrespective of whether they are making sales on their own behalf or on behalf of the dealers, distributors, etc. The act further provides that a retailer can be considered as maintaining a place of business in Kansas if he has, directly or by a subsidiary, an office, distribution house, sales house, warehouse or other place of business, or any agent operating within the state, irrespective of whether the place of business or agent is located permanently or temporarily within the state.

The sale to any person for resale, rather than for storage and use, is exempt.

QUESTION: I have heard that there are some laws in Connecticut which deal with the enforcement of arbitration awards by court action. Would you please give me some general information if there are such statutes?

ANSWER: The laws of the state of Connecticut dealing with arbitration proceedings and the enforcement of an arbitrator's award are quite complete. They provide that any written agreement to settle a controversy by arbitration is irrevocable and enforceable, except when there exists a sufficient cause for the avoidance of written contracts under the general law. If either of the parties fails or refuses to proceed with an arbitration under an agreement to which he is a party, the other person may secure an order from the Superior Court directing him to proceed with the arbitration in accordance with the written agreement.

If there is a provision in the contract concerning the method of

TRAFFIC TEST



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P. O. BOX 1857 NEW HAVEN 8, CONNECTICUT choosing the arbitrator or a panel of arbitrators, that method must be followed, but if there is no such provision in the contract or the parties can't agree on the arbitrator, the Superior Court may appoint one. The arbitrator is also given power to subpoena witnesses and to require the parties to produce books, papers, etc., which may be necessary to determine the question involved. If the agreement calls for more than one arbitrator, the law provides that a majority may determine any question and such determination will be binding.

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There is another provision to the effect that if either of the parties fails to appear at the hearing, after reasonable notice, the arbitrators may proceed to hear and determine the controversy regardless of the failure or refusal of such party to present his side of the case. The arbitrators are permitted to apply to the Court for advice if both parties agree to abide by a decision rendered on that advice.

To assure prompt action, the law provides that the arbitrators must render an award within sixty days from the date on which they are empowered to act, unless the agreement has some other provision, and any award after that time will have no legal effect unless the parties expressly extend the time in writing. Written notice of any award must be given to each party.

Although either party may apply to the Superior Court within one year after an award is made for an order of the Court confirming the award, any motion to vacate, modify, or correct an award must be made within thirty days from the notice of the award. The court is empowered to enforce any judgment it enters on the basis of an award in the same manner that equitable decrees of the Court are ordinarily enforced-that is, by injunction. The Court is also given power to protect the rights of the parties by any appropriate order, pending the hearing and rendering of an award by the arbitrators.

The award may be vacated by the Court only under limited conditions enumerated by the Legislature as follows:

"(a) If the award shall have been procured by corruption, fraud or undue means; (b) if there shall have been evident partiality or corruption on the part of the arbitrators or either of them; (c) if the arbitrators shall have been guilty of misconduct in refusing to postpone the hearing upon sufficient cause shown or in refusing to hear evidence pertinent and material to the controversy or of any other action by which the rights of any party have been prejudiced; (d) if the arbitrators shall have exceeded their powers or so imperfectly executed them that a mutual, final and definite award upon the subject-matter submitted was not made."

And the Court may modify or correct an award only under the following conditions:

"(a) If there shall have been an evident material miscalculation of figures or an evident material mistake in the description of any person, thing or property referred to in the award; (b) if the arbitrators shall have awarded upon a matter not submitted to them unless it be a matter not affecting the merits of the decision upon the matters submitted; (c) if the award shall be imperfect in the matter of form not affecting the merits of the controversy."



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10 North Main St., West Hartford 7, Conn. - Phone 3-4207

TRANSPORTATION

(Continued from page 32)

by reason of an exemption in that law covering workers subject to Interstate Commerce Commission powers to regulate in the interests of safety.

However, the Circuit Court ruled adversely to Comet, on grounds that two employees involved worked no more than three hours a week in interstate transportation and that this small amount of work was not enough to put the employees who performed it within the ICC power of regulation or to exempt them from the labor standards law.



TRANSPORTATION STATISTICS:—

Class I Railroads. The net income of Class I roads after all taxes and other charges for 1944 (\$667,188,-402) was more than 200 million dollars less than in 1943 and the net for 1945 as the result of the termination of the war may be lower than in 1944.

The Pullman Company. Returns of

The Pullman Company, which cover the six months ended with June, 1945, show an increase of 7.4 per cent in total revenues and an increase of 6.6 per cent in operating expenses compared with returns for the same period in 1944.

Freight Forwarders. A summary of the quarterly returns of 52 freight forwarders reporting revenues of \$100,000 or more per annum show that for the first quarter of 1945 the net income before provision for income taxes was \$602,018 as compared with a deficit of \$271,380 for the corresponding period in 1944. After income taxes the first quarter 1945 net was \$376,159 as against a net deficit of \$361,713 in the 1944 period.

Motor Carriers. Figures covering 1,832 inter-city and local motor carriers of property combined show an increase of 7.2 per cent in total operating revenues in the first quarter of 1945 over the same quarter of 1944, an increase of 8.4 per cent in total expenses, an advance in the operating ratio from 95.5 to 96.5 per cent, and a reduction in net income after provision for income taxes of 19.4 per cent.

EXPORT NEWS

(Continued from page 32)

FORMATION of a new Export Division to handle the expanded foreign business of all the manufacturing divisions and subsidiaries of Olin Industries, Inc., was recently announced by John M. Olin, president.

A separate enterprise of the corporation, the Export Division, will have its own field staff of sales representatives thoroughly familiar with economic and trade conditions in the countries to which they will be as-

signed.

Oliver E. Nelson, former export manager of the Winchester Repeating Arms Company division, has been appointed general manager of the new organization. Headquarters will be maintained at the Winchester Division's home office at New Haven. With its greatly expanded foreign sales organization, Olin Industries will offer a wider and more diversified range of products for world-wide consumption.

The company's large line of explosives, including dynamite, blasting powder and caps, is expected to play an important part in international mining, building and construction activities. With railroad fuses and torpedoes, these products also meet the needs of the world's rapidly expanding transportation industry.

With Winchester as one of the oldest and most respected international brand names, the Export Division also will offer a complete line of sporting rifles, shotguns and ammunition, target traps and clay targets, as well as flashlights, batteries, roller skates and steel air rifle shot.

These products are manufactured by the following Olin enterprises:

Winchester, Western Cartridge Company, Western Brass Mills, Bond Electric Corporation, Western Powder Manufacturing Company, Liberty Powder Company, Equitable Powder Manufacturing Company, Colombia Powder Company and Egyptian Powder Company.



Photographs in this issue requiring credit were gathered from the following sources: Cover, H. Armstrong Roberts, Philadelphia; page 10 (top) Colt's Patent Fire Arms Mfg. Co.; (bottom) Official U. S. Govt. photos.

IT'S MADE IN CONNECTICUT

EDITOR'S NOTE: This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

Accounting Forms
The Baker Goodyear Co Accounting Machines
Underwood Corporation
Adding Machines
Underwood Corporation
Adding Machines
Underwood Corporation
Hartford
Hartford Underwood Corporation Hartford
Advertising Specialties Bathroom Accessories
The Autoyre Company
The Charles Parker Co
Bath Tubs Oakville The H C Cook Co 32 Beaver St Ansonia
Waterbury Companies Inc Waterbury
Aero Webbing Products
Russell Mfg Co Middletown Meriden Russell Mfg Co Middletown
Air Compressors
The Spencer Turbine Co Hartford
Aircraft
Chance Vought Aircraft Division United Aircraft Corporation (airplanes)
Stratford
Corporation (heliconters)
Aircraft Accessories
Chandler Evaus Corp (aircraft carburetors, fuel pumps, water pumps & Protek plugs)
South Meriden
Versathur Corp (Airplane Seating) Dextone Company Bearings New Haven

Rew Departure Div of General Motors (ball)

Bristol Motors (ball)
Bristol
New Britain
(ball and
Stamford Fafnir Bearing Co (ball) Norma-Hoffmann Bearings Corp Bevin Brothers Mfg Co The Gong Bell Mfg Co The N N Hill Brass Co Belting East Hampton East Hampton East Hampton Hartford Belting Co
The Russell Mig Co
The Thames Belting Co
The Charles Parker Co (piano)
Bent Tubing
The Bending Co Inc Hartford Warren McArthur Corp (Airplane Seating) Middletown Norwich Aircraft Electrical Testing Equipment
United Advertising Corp, Electrical Division
Aircraft—Repair & Overhaul
Airport Department Pratt & Whitney Aircraft Division
Rentschler Field East Hartford
United Aircraft Div United Aircraft Corp
Rentschler Field East Hartford
Aircraft Tubes
American Tube Bending Co Inc
Airplanes
Chance-Vought Aircraft Div United
Corp
Aluminum Castings ntam Meriden American Tube Bending Co la New Haven American Tune Bellands

Bicycle Coaster Brakes

New Departure Div General Motors Corp

Bristol Bicycle Sundries
New Departure Div General Motors Corp
Bristol Colonial Board Company Manchester Corp Aluminum Castings
Newton-New Haven Co 688 Third Avenue
West Haven Biological Products
Ernst Bischoff Company Inc Blades
Capewell Manufacturing Company, Metal Saw
Division, (hack saw and band saw) Hartford
Blacking Saits for Metals.
Mitchell-Bradford Chemical Co Bridgeport Newton-New Haven

Aluminum Forgings
Scovill Manufacturing Comnany Waterbury 91

Aluminum Goods
Waterbury Companies Inc Waterbury
Aluminum—Sheets & Colls
United Smelting & Aluminum Co Inc New Haven Blocks Howard Company (cupola fire clay) New Haven Ammunition
Remington Arms Co Inc
Artificial Leather
The Permatex Fabrics Corp
Zapon Div, Atlas Powder Co
Asbestos
Rockhestos Products Corp (insulated wire, ca
and cords)

New Hav Blower Fans
The Spencer Turbine Co
Colonial Blower Company Hartford Hartford Bridgeport Blower Systems
Colonial Blower Company
L-R Mfg Div of The Ripley Co Jewett City Stamford Hartford Torrington Rockhestos Products Corp (insulated wire, cand and cords)

The Raybestos Div of Raybestos Manhattan Inc.
(brake lining, clutch facings, sheet packing
Bridgeport Bollers The Bigelow Co
The Porcupine Company
Petroleum Heat & Power Co
Stamford

New Haven
Bridgeport
(domestic only)
Stamford The Raybestos Dividence of the Raybestos of Rubber Packing Asbestos of Rubber Packing Colt's Patent Fire Arms Mig Co Hartford Assemblies, Small The Greist Manufacturing Co New Haven The Wallace Barnes Co Div Associated Spring Bristol Bolts & Nuts Clark Brothers Bolt Co The O K Tool Co Inc (T-Slot) Milldale 33 Hull St Shelton The Blake & Johnson Co (nuts, machi-bolts, stove) The Wallace Barnes Coble Housing
The Wiremold Company
The Wiremold Commany
The Bristol Co (temperature, pressure, flow, humidity, time)
The Rostand Mig Co (windshields, seats, and body hardware)

The Rostand Mig Co (Windshields, seats, and Milford Mandattan) ine screw-Waterville Bomb Sling & Tank Strap Terminals for Geo W Fleming Co Wallingford Boxes Merriam Mfg Co (steel cash, bond, accurity, fitted tool and tackle boxes)
Robert Gair Co (corrugated and solid fibre shipping containers)
Portland he Rostanu Marie body hardware) he Raybestos Div of Raybestos-Manhattan Inc (brake lining, rivets brass, clutch fac Bridgeport Inc (brake inmug, ing., packing)

Automotive Friction Fabrics
The Russell Mfg Co Middletown

Automotive Parts

Eis Manufacturing Co (Hydraulic and Mechanical)

Middletown

Chanical) Box Board The Lydall & Foulds Paper Co National Folding Box Co New Haven Pulp & Board Co Robertson Paper Box Co Robert Gair Co Manchester New Haven New Haven Montville Robert Gair

Robert Gair

Boxes—Pape.

Atlantic Carton Corp
Bridgeport Paper Box Co
S Curtis & Son Inc
M S Dowd Carton Co
National Folding Box Co (paper
National Folding Box Co (paper
Pulp & Board Co

Sandy Hook
Hartford
Hartford
New Haven
Bridgeport
New Haven
Pulp & Board Co Portland chanical)

Automotive & Service Station
Scovill Manufacturing Company
The Raybestos Div of Raybestos-Manhattan
Inc (brake service machinery)

Automotive Tools
Linc (brake service machinery)

Automotive Tools
Eis Manufacturing Company
Bakelite Moldings
Waterbury Companies Inc
The Watertown Míg Co

Waterbury Watertown
Watertown
Watertown The Warner Brothers Company The New Haven Pulp & Board Co Robertson Paper Box Co Robert Gair Co Balls Boxes—Paper—Setup Bridgeport Paper Rox Co The Heminway Corporation The Abbott Ball Co (steel bearing and burnishing)
The Hartford Steel Ball Co (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)

Hartford Rridgenort Waterbury

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Brake Linings
Colt's Patent Fire Arms Mfg Co
The Raybesios Div of Raybestos-Manhattan
Inc (automotive and industrial
The Russell Mfg Co
Brake Service Parts
Brake Service Middletown
Brass and Bronze
The America Brass and Bronze The American Brass Co (sheet, wire rods, tubes) Waterbury The Bristol Brass Corp (sheet, wire, rods) The Miller Company (prosphor bronze and brass in sheets, strips, rolls) Meriden Scovill Manufacturing Company Waterbury 91 The Thinsheet Metals Co (sheets and rolls) Waterbury The Thinsheet Metals Waterbury

Brass & Bronze Ingot Metal

The Whipple and Choate Company

Brass Goods

Scovill Manufacturing Company (To Order)

Waterbury Companies Inc (to order) (small sheet metal parts)

Waterbury

Waterbury Waterbury Companies Inc (to order) (Shear sheet metal parts)

Brass Mill Products

Bridgeport Brass Co
Scovill Manufacturing Company Waterbury 91

Brass Stencils—Interchangeable

The Fletcher Terry Co
Box 415, Forestville
Brick—Building

Waterbury 91

Brass Stencils—Interchangeable

Brick—Building

Waterbury Waterbury 91

Brass Stencils—Interchangeable

Brick—Building

Waterbury Waterbury 91

Brick Co
New Britain The Donnelly Brick Co Bricks—Fire New Britain Howard Company
Broaching
The Hartford Special Machinery C
Brooms—Brushes
The Fuller Brush Co
Buckles
Co (Dec Rin New Haven Hartford The Hatheway Mfg Co (Dee Rings) Bridgeport The Hawie Mfg Co
The G E Prentice Mfg Co
The Westerlow Naugatuck
Staffordville
Waterbury
Waterbury The Williams Buttons

B Schwanda & Sons Staffordville
The Patent Button Co Waterbury
Colt's Patent Fire Arms Mfg Co Hartford
Scovill Manufacturing Company (Uniform and
Tack Fastened)
Waterbury Companies Inc
Cabinets

Cabinets

Meriden The Charles Parker Co (medicine) The Wiremold Co (electric, non-metallic Sheathed) Hartford Cams
The Hartford Special Machinery Co Hartford
Canvas Products F B Skiff Inc Carpets and Rugs
Bigelow-Sanford Carpet Lining
Palmer Brothers Co
Casters
The Bassick Company (Industrial and General)

The Bassick Company (Industrial Bridgeport eral)

Casters—Industrial

George P Clark Co
Castings

The Charles Parker Co (gray iron) Meriden
The Bradley & Hubbard Mfg Co (grey iron, brass, bronze, aluminum) Meriden
The Gillette-Vibber (grey iron, brass, bronze, aluminum, also Bronze Bushing Stock)

New London
The Sessions Foundry Co (gray iron) Bristol
John M Russell Mfg Inc (brass, bronze aluminum)

Naugatuck John M Russell Mfg Inc (Drass, Naugatuck aluminum) Naugatuck Malleable Iron Fittings Co (malleable iron and Branford Malleable Iron FILLINGS OF Branford Steel)

McLagon Foundry Co (gray iron) New Haven Newton-New Haven Co (zinc and aluminum)
688 Third Ave West Haven Philbrick-Booth & Spencer Inc (grey iron)
Interfed Scovill Manufacturing Company (Brass & Bronze) Waterbury 91 Union Mfg Co (gray iron) New Brtiain Wilcox Crittenden & Co Inc (gray iron and brass) Middletown

Middletown

Brake Cables Eis Manufacturing Co

IT'S MADE IN CONNECTICUT

Castings—Permanent Mould
The Bradley & Hubbard Mfg Co (sinc and aluminum) Centrifugal Blower Wheels
The Torrington Manufacturing Co T Torrington Chain John M Russell Mfg Co Inc Natugatuck Chain-Welded and Weldless Bridgeport Chain & Mfg Co Br Bridgeport The Bead Chain Mfg Co Chemicals Apothecaries Hall Co Bridgeport Apothecaries Hall Co MacDermid Incorporated Waterbury American Cyanamid & Chemical Corp Waterbury Waterbury Edcan Laboratories South Norwalk Chromium Plating
Chromium Corp of America
The Chromium Process Company Waterbury Chucks The Cushman Chuck Co
Chucks & Face Plate Jaws
Union Mfg Co
Clay

C Howard Company (Fire Howard "B" and High Temperature Dry) New Haven Cleansing Compounds MacDermid Incorporated Water Seth Thomas Clocks Thomaston
The United States Time Corporation
Waterbury The Russell Mfg Co Middletown Clutch-Friction he Raybestos Div of Raybestos-Manhattan Inc (clutch facings—molded, woven, fabric, metallic) Bridgeport Palmer Brothers Co Sonoco Products Co (Climax-Lowell Div)
(Paper) Mystic Consulting Engineers
he Stanley P Rockwell Co Inc (Consulting)
296 Homestead Ave Hartford
Contract Machining Malleable Iron Fittings Company Branford
Contract Manufacturers
Geo W Fleming Co (Metal parts and assemWallingford
Wallingford The Greist Mfg Co (metas p. 1503 Blake St New Manufacturing Company (Metal Parts and Assemblies)

Durham Scovill Manufacturing Company (Metal Parts and Assemblies)

Waterbury 91 Waterbury 91 The Greist Mfg Co (metal parts and assem Copper
The American Brass Co (sheet, wire, rods, tubes)
Reass Corp (sheet)
Bristol tubes)
The Bristol Brass Corp (sheet)
The Thinsheet Metals Co (sheets and rolls)
Waterbury Copper Sheets The New Haven Copper Co Seymour Copper Shingles
The New Haven Copper Co Seymour Copper Water Tube
Bridgeport Brass Co Bridgep
Scovill Manufacturing Company Waterbury Scovili Manufacturing

Cork Cots

Sonoco Products Co (Climax-Lowell Div)

Mystic Corrugated Box Manufacturers
The Danbury Square Box Co Danbury Corrugated Shipping Cases
D L & D Container Corp 87 Shelton Ave Connecticut Corrugated Box Div Robert Gair Co Inc Portland Northam Warren Corporation The J B Williams Co Stamford Glastonbury B Williams Co
Cotton Batting & Jute Batting
New London Palmer Brothers Cotton Yarn The Floyd Cranska Co Moosup Counting Devices
Veeder-Root Inc Hartford The Dextone Co New Haven The Dextone Co Cutters

The Standard Machinery Co (rotary board, single and duplex)

The O K Tool Co Inc (inserted tooth milling)

33 Hull St

New Haven

Mystic

Mystic

Shelton

Delayed Action Mechanisms
Hartford M H Rhodes Inc Dictating Machines Dictaphone Corporation The Soundscriber Corporation Bridgeport New Haven Newton-New Haven Co Inc 688 Third Ave West Haven Die Castings (Aluminum & Zinc)
Corbin Cabinet Lock Div American Hardware
New Britain Dies The Hoggson & Pettis Mfg Co 141 Brewery St New Haven The Parker Stamp Works Inc (for plastics and die castings) and die castings)

Die-Heads—Self-Opening Die-Heads-Self-Opening
The Eastern Machine Screw Corp Truman & Barclay Sts New Haven
The Geometric Tool Co New Haven
Dish Washing Machines
Colt's Patent Fire Arms Mfg Co Hartford Dowel Pins
The Allen Manufacturing Co Hartford Palmer Brothers Co New London Palmer Brothers Co Drop Forgings Wilcox Crittenden & Co Inc The Blakeslee Forging Co Atwater Mfg Co Capewell Mfg Company The Bridgeport Howe Mfg Corp Middletown Plantsville Plantsville Bridgeport Druggists' Rubber Sundries
The Seamless Rubber Company New New Haven The Collins Co (axes and other edged tools) Collinsville Elastic Webbing The Russell Mfg Co Middletown The Silex Co 80 Pliny St Hartford

Electric Cables Rockbestos Products Corp (asbestos insulated)
New Haven Electrical Conduit Fittings & Grounding The Gillette-Vibber Company The Gillette-Vibber Company

Electric Cords

Rockbestos Products Corp (asbestos insulated)

New Haven Rockbestos Fronces Composition New Haven

Electric Eye Control

United Cinephone Corporation Torrington

Electric—Commutators & Segments

The Cameron Elec Mfg Co (rewinding motors)

Ansonia Electric Fixture Wire
Rockbestos Products Corp (asbestos insulated)
New Haven
Rockbestos Products Corp (asbestos insulated)
New Haven
New Haven

Electric Heating Element & Units
Rockbestos Products Corp (asbestos insulated)

Electric Insulation
The Rogers Paper Mfg Co
Case Brothers Inc
Electric Panel Boards
The Plainville Electrical Products Co Inc
Electric Products Co Inc
Electric Signs
United Advertising Corp
Electric Safety Switches
Federal Electric Products Co Inc
Electric Wire
Rockbestos Products Corp (asbestos insulated)
New Haven
Electrical Control Apparatus
The Trumbull Electric Mfg Co
Federal Electric Products Co Inc
Electrical Circuit Breakers
Federal Electric Products Co Inc
Hartford
Hartford
Hartford
Hartford
Hartford
Hartford
Hartford
Hartford

The Bristol Co
Electrical Goods
A' C Gilbert Co
Electronics
The Gray Manufacturing Company
Crystal Research Laboratories Inc
Arthur T Hatton & Company
United Cinephone Corporation
Electrotypes
W T Barnum & Co Inc (all classes)
New Haven

The Eastern Machinery Co (passenger and freight)

Embalming Chemicals

The Embalmers' Supply Co
Engines

Wolverine Motor Works Inc (diesel stationary marine)

Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft)

Plimpton Mfg Co Div U S Envelope Co Hartford Curtis 1000 Inc
Extractors—Tap

94 All; Extractors—Tap
The Walton Company 94 Allyn St Hartford
Eyelets
The Platt Bros & Co P O Box 1030 Waterbury
Scovill Manufacturing Co
Waterbury Companies Inc
Waterbury Waterbury Companies Inc
Fasteners—Slide & Snap
The G. E. Prentice Mfg Co New Britain
Scovill Manufacturing Company (Snap)
Waterbury 91 Felt-All Purposes
American Felt Co (Mills & Cutting Plant)
Glenville Ferrules Waterbury Companies Waterbury Companies Inc Waterbury Fibre Board
The C. H. Norton Co North Westchester The Rogers Corporation (Specialty) Waterbury Case Brothers Inc
Finger Nail Clippers
The H C Cook Co
Firearms
Colt's Patent Fire Arms Mfg Co
Remington Arms Co Ins
Fire Hose
Fabrics Fire Hose (municipal and Sandy Hook Fireplace Goods
The John P Smith Co (screens)
The Rostand Mfg Co
The Restand Mfg Co
The American Windshield & Specialty Co
881 Boston Post Road
Fireproof Floor

Decision Co.

Sandy Hoose
New Haven
New Haven
New Haven The Dextone Co
Fishing Tackle
The Horton Mig Co (reels, rods, lines) Bristol
The Bevin-Wilcox Line Co (lines)
East Hampton
The H C Cook Co
32 Beaver St Ansonia
Fluorescent Lighting Equipment
The Wiremold Company
Hartford
Forgings
Clark Brothers Bolt Co
Heppenstall Co (all kinds and shapes)

Bridgeport

Non-fectowing Company (Non-fectows) Scovill Manufacturing Company (Non-ferrous) Waterbury 91 Foundries Union Mfg Co (gray ron)
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze)
The Sessions Foundry Co (iron)
Foundry Riddles
The John P Smith Co 423-33 Chapel St
New Haven New Haven steel) Southport Rolock Inc (brass, galvanized, st Furnace Linings The Mullite Refractories Co Shelton The Gilman Brothers Company
Galvanizing & Electric
The Gillette-Vibber Co
Galvanizing

Branford

Branford The Gillette-Villoud Galvanians Galvanians Co
Malleable Iron Fittings Co
Wilcox Crittenden & Co Inc Middletown Gaskets
Div of Raybestos-Manhattan Bridgeport Inc

Gauges

The Bristol Co (pressure and Vacuum—recording automatic control)

Waterbury

Hart Engineering Div of W Hart Buick Co Inc

(Plug Ring Snap Flush Pin & all types of special gauges)

Hartford Gear Cutting

The Snow-Nabstedt Gear Corp

Gears and Gear Cutting

The Hartford Special Machinery Co Hartford

General Platting

The Chromium Process Co (copper, nickel, chromium and cadmium plating)

The Silex Co

Glass Cutters

The Fletcher Terry Co

Google Guiden

The Horton Mfg Co (clubs, shafts, bals), bags)

Bristol

Greeting Cards

New Haren Gauges The Horton Mig Co (Clause, Series of Cards A D Steinbach & Sons Inc Orinding
The Centerless Grinding Co Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special)
19 Staples Street Bridgeport Co (gears, threads, cams and splines)

The Hartford Special Machinery Co (gears, Hartford (Advt.)

ADE IN CONNECTICUT M The Miller Co (Miller, Duplexalite, Ivanboe) Meriden Vac Waterbury

J & J Cash Inc (Woven) Label Moisteners Better Packages Inc Lacquers & Synthetic Enamels
Zapon Div Atlas Powder Co Stamford
Ladders
A W Flint Co 196 Chapel St New Haven The Rostand Mfg Company (brass, colonial style & brass candlestcks) MiHord style & brass canucasus,

Leather
Herman Roser & Sons Inc (Genuine Pigskin)
Glastonbury

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eport

rbury o Inc es of rtford

rtford

nickel, Derby

rtford

stville

bags) Fristol

Haven

cision

, surgeport

gears, rtford Advt.)

IT'S Hand Tools
The Bridgeport Hdwe Mfg Corp (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives)
Bridgeport ing saws, putty knives)
Hardware
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown
The Bassick Company (Automotive)
Bridgeport
Hardware—Trailer Cabinet
The Excelsior Hardware Co
Hardware, Trunk & Luggage
Eorbin Cabinet Lock Div American Hardware
Corp
New Britain
Bristol Doran Brothers Inc Danbury Doran Brothers Inc Danbury

Heat Treating
The A F Holden Co 200 Winchester St New Haven
200 Winchester St New Haven
The Bennett Metal Treating Co 1045 New Britain Ave
The Stanley P Rockwell Co Inc 296 Homestead Ave
The Driscoll Wire Company Shelton The Driscoll Wire Company

Heat-Treating Equipment

The Autoyre Company
The Porcupine Company
The Stanley P Rockwell Co Inc (commercial)
296 Homestead Ave
The Wallace Barnes Co Div Associated Spring
Corp
The A F Holden Company
West Haven (Main Plant)

Heat Treating Selfs and Company
Shelton

Oakville
Bridgeport
Hartford
Hartford
Bristol
Bristol
West Haven (Main Plant) Heat Treating Salts and Compounds
The AF Holden Company
52 Richards Street West Haven
Mitchell-Bradford Chemical Co Bridgeport Hot Water Heaters Bridgeport
Petroleum Heat & Power Co (Instantaneous
domestic oil Burner)
Hydraulic Brake Fluids
Eis Manufacturing Co
Industrial Finishes
Zapon Div Atlas Powder Co
Stamford Zapon Div Atlas Powder Co
Industrial and Masking Tapes
The Seamless Rubber Company
Insecticides
American Cyanamid & Chemical
Corp
Waterbury Insulated Wire Cords & Cable
The Kerite Insulated Wire & Cable Co Inc
Seymour The Gilman Brothers Co Gilman Shelton Case Brothers Inc Japanning Manchester J H Sessions & Son Bristol
Jointing Bristol
The Raybestos Div of Raybestos-Manhattan
Inc (compressed sheet) Bridgeport Inc (compressed sheet) Bridgeport

Key Blanks

Corbin Cabinet Lock Div American Hardware
Corp
The Graham Mfg Co
Labels

Labels

South Newsylli

South Norwalk

Shelton

Waterbury Companies Iac Waterbury Lightning Protection
Edward H Brown Hartford & New Haven Locks—Cabinet
Corbin Cabinet Lock Div American Hardware Corporation Stamford Corbin Cabinet Loca Corp
The Excelsior Hardware Co Stamford
Locks—Sult-Case and Trimmings
Corbin Cabinet Lock Div American Hardware
New Britain
Stamford Corpin Cabinet Lock Corp
The Excelsior Hardware Co Stamford Locks—Trunk
Corbin Cabinet Lock Div American Hardware New Britain Stamford Corp
The Excelsior Hardware Co
Locks-Zipper
The Excelsior Hardware Co
Loom-Non-Metallic
The Wiremold Company
Machinery
The Fenn Manufacturing Company
(Special)
The Hallen Machine Company (mi Stamford Hartford (Special)
he Hallden Machine Company (mill)
Th Hartford The Hallgen Manufacturing Co (mill)
The Torrington Manufacturing Co (mill)
Torrington
The Standard Machinery Co (bookbinders)
Mystic Machinery Dealers & Rebuilders
Botwinik Brothers
Machinery Dealers Inc
J L Lucas and Son
Mystic
Rebuilders
New Haven
Fairfield Machinery Dealers and Son
J L Lucas and Son
Machines

Andrew C Campbell Div Amercian Chain & Cable Co Inc (cutting & nibbling)
The Patent Button Company
Machines—Automatic
The A H Nilson Mach Co (Special) Bridgeport
Machines—Forming
The A H Nilson Mach Co (four-slide wire and ribbon stock)
Geo W Fleming Co
The Hartford Special Machinery
Wallingford
The Hartford Special Machinery
Work only)

Manufacturing

Fairfield
Waterbury
Waterbury
Waterbury
Wallingford
Co (contract
Hartford The Harttord Special work only)

The Torrington Manufacturing Ce (apecial rolling mill machinery)

The Fenn Manufacturing Company (precision parts)

The Parker Stamp Works Inc (Special)

Hartford Magnets
Cinaudagraph Corp (Permanent)
Mail Boxes, Apartment & Residential
Corbin Cabinet Lock Div American Hardware
New Britain Corpin Cabinet Lock Div American Hauwers
Corp Mailing Machines
Pitney-Bowes Inc
The Whipple and Choate Company
The Whipple and Choate Company
The Rostand Mig Co (portlights, and sailboat hardware)
Wilcox Crittenden & Co Inc
Marking Devices
The Hoggson & Pettis Mig Co
The Parker Stamp Works Inc
Tubber)

Stamp Marking Co
New Haven
Tubber) W T Barnum & Co Inc New Haven Palmer Brothers Co Waterbury Mattress Co New London Waterbury Mechanical Assemblies—Small
M H Rhodes Inc Hartford Mechanics Hand Tools
he Bridgeport Hdwe Mfg Corp (screw
drivers, wrenches, pliers, cold chisels, hammers, auto repair tools)
Bridgeport Metal Cleaners
Apothecaries Hall Co Waterbury Metal Cleaning Machines
Colt's Patent Fire Arms Mfg Co
Metal Finishes Hartford Mitchell-Bradford Chemical Co Bridgeport Metal Goods

Bridgeport Brass Co (to order)

Waterbury Companies Isse (to ordes)

Waterbury Waterbury Companies Inc Waterbury

Metal Novelties

The H C Cook Co 32 Beaver St Ansonia Waterbury Companies Inc Waterbury

Metal Products—Stampings

J H Sessions & Son Bristol Scovill Manufacturing Company (Made-to-Order)

der) Companies Inc Waterbury 91

Waterbury 91 Leather Goods Trimmings
The G E Prentice Mfg Co New Britain

Letterheads
Lehman Brothers Inc (designers, engravers, New Haven Scovill Manufacturing Company, der)
der)
Waterbury Companies Inc.
Metal Specialties
The Excelsior Hardware Co
The G E Prentice Mfg Co

Metal Stampings
The Autoyre Co (Small)
The Patent Button Co
The Excelsior Hardware Co
The Excelsior Hardware Co
The Greist Mfg Co
The Greist Mfg Co
The Greist Mfg Co
The JA Otterbein Company
The JA Otterbein Company
Tions)

Metal Stampings
Oakdale
Waterbury
Stamford
Bristol
Bristol
Bridgeport
Middletown
Waterbury
Middletown
Waterbury 91 The J A Otterbein Company (metal fabrications)

Milk Bottle Carriers

The John P Smith Co 423-33 Chapel St

Millboard New Haven

The Raybestos Div of Raybestos-Manhattan
Inc (asbestos)

Wilcox Crittenden & Co Inc

Moulded Plastic Products

The Patent Button Co
Colt's Patent Fire Arms Mfg Co
Waterbury Companies Inc
The Watertown Mfg Co 117 Echo

Moulds

Moulds

Water Over Conductor Co The Hoggson & Pettis Mfg Co 117 Echo Lake Road

Moulds Watertown
The Hoggson & Pettis Mfg Co (steel) 141
Brewery St
The Sessions Foundry Co (heat resisting for non-ferrous metals)
The Parker Stamp Works Inc (compression, injection & transfer for plastics)
The Seymour Mfg Co
The Seymour Mfg Co
Nickel Silver
The Seymour Mfg Co
Seymour Mfg Co The Seymour Mig Co Seymour Nickel Silver Ingot
The Whipple and Choate Company Bridgeport
Non-ferrous Metal Castings
Meriden The Miller Company
Nuts Bolts and Washers
Clark Brothers Bolt Co
Office Equipment Milldale Pitney-Bowes Inc Oil Burners Stamford Underwood Corporation
The Silent Glow Oil Burner Corp
1477 Park St
Petrolcum Heat & Power Co (domestic commercial and industrial)
The Miller Company (domestic)
The Miller Company (domestic)
Oil Burner Wick
The Raybestos Div of Raybestos-Manhattan
Bridgeport Packing

Raybestos Div of Raybestos-Manhattan
Inc (rubber sheet and automotive)

Bridgeport

Bridgeport Padlocks Bridgeport
Corbin Cabinet Lock Div American Hardware
Corp New Haven Corp
Paints and Enamels
The Staminite Corp
The Tredennick Paint Mfg Co
Package Sealers
Better Packages Inc

New Haven
Meriden
Meriden
Shelton Better Packages Inc

Paperboard
Connecticut Corrugated Box Div
Co Inc
The New Haven Pulp & Board Co
Paper Boxes
National Folding Box Co (folding)
The New Haven Pulp & Board Co
Robertson Paper Box Co (folding)
The Strouse, Adler Co
Atlantic Carton Corp (folding)
The Warner Brothers Company
The Warner Brothers Company
The Warner Brothers Company
The H C Cook Co (steel) 32 Beaver
Sonoco Products Co (Climax-Lowell Div)

Parallel Tubes
Mystic

(Climax-Lowell Div)

Mystic Parallel Tubes Mystic
Sonoco Products Co (Climax-Lowell Div)
Mystic Sonoco Products Co (Climax-Lowell Divy

Pharmaceutical Speciatites

Ernst Bischoff Company Inc

Phosphor Bronze

The Seymour Mfg Co

The Bristol Brass Corp (sheet)

The Miller Company (sheets, strips, rolls)

Phosphor Bronze Ingot

Meriden The Miller Company (sheets, strips, 1948)

Phosphor Bronze Ingot Meriden
The Whipple and Choate Company

Pipe
The American Brass Co (brass and copper)

Waterbury The American Brass of Water Manager Howard Co (cement well and chimney)
New Haven Bridgeport Crane Company (fabricated)

Bridgeport

Bridgeport

Bridgeport

Bridgeport Scovill Manufacturing Company (Copper and Red Brass)

Pipe Fittings

Proceedings Malleable Iron Fittings Co The Corley Co Inc (300# AAR) Branford Plainville (Advt.)

Stamford New Britain

IT'S MADE N CONNECTICU

Plastic Buttons
Colt's Patent Fire Arm Mfg Co Hartford Waterbury Companies Inc Waterbury
Plastics-Extruded Extruded Plastics Inc Norwalk
PlasticsMoulders
Waterbury Companies Inc Waterbury Plastics—Moulds & Dies
The Watertown Mig Co Waterbury Companies Inc Waterbury Companies Inc Plastics—Moulds & Dies The Parker Stamp Works Inc (for plastics) Platers Hartford Waterbury The Plainville Electro Plating Co Plainville
The Plainville Electro Plating Co The Hartford Chrome Corporation Nutmeg Chrome Corporation Platers' Equipment Hartford
MacDermid Incorporated Waterbury
Plumbers' Brass Goods Bridgeport Brass Co Bridgeport Scovill Manufacturing Company Waterbury 48
Scovill Manufacturing Company Waterbury 48 Plumbing Specialties John M Russell Mfg Co Inc. Naugatuck
John M Russell Mfg Co Inc Pole Line Malleable Iron Fittings Co Polishing Wheels The Williamsville Buff Mfg Co Danielson Potate Meters
Polishing Wheels The Williamsville Buff Mfg Co Danielson
Pitney-Bowes Inc Stamford
Presses The Standard Machinery Co (plastic molding, embossing, and die cutting) Press Papers Mystic
Case Brothers Inc Printing Manchester
The Case Lockwood & Brainard Co The Heminway Corporation The Walker-Rackliff Company The Walker-Rackliff Company New Haven Production Control Equipment Wassell Organization (Produc-Tiol) Westport United Corporation Torrington
Wassell Organization (Produc-Tiol) Westport United Cinephone Corporation Torrington
Propellers—Aircraft Hamilton Standard Propellers Div United Air-
craft Corp East Hartford Propeller Fan Blades The Torrington Manufacturing Co Torrington
Punches
The Hoggson & Pettis Mfg Co (ticket & cloth) 14 Brewery St Putty Softeners—Electrical The Fletcher Terry Co Box 415 Forestville
Pyrometers
The Bristol Co (recording and controlling) Quartz Crystals Waterbury
Crystal Research Laboratories Inc Hartford Radiation-Finned Copper
The G & O Manufacturing Company
The Vulcan Radiator Co (steel and copper) Raliroad Equipment Hartford The Rostand Mfg Co (baggage racks and mir-
The Rostand Mfg Co (baggage racks and mir- rors for passenger cars) Milford Rayon Yarns
The Hartford Rayon Corp Rocky Hill
The O K Tool Co Inc (inserted tooth) 33 Hull St Recorders
The Bristol Co (automatic controllers, tem- perature, pressure, flow, humidity) Refractories Waterbury
Howard Company New Haven
Norwalk Valve Company (for gas and air South Norwalk
Resistance Wire The C O Jelliff Mfg Co (Nickel chromium.
Retainers The Hartford Steel Ball Co (bicycle & auto
motive) Hartford Machines
The Grant Mfg & Machine Co Bridgeport L-R Mfg Div of The Ripley Co Torrington The Raybestos Div of Raybestos Manhattan
Inc (brake service equipment) Bridgeport The H P Townsend Mfg Company Hartford Rivets
The Connecticut Manufacturing Company
Clark Brothers Bolt Co Milidale The Blake & Johnson Co (brass, copper and
non-ferrous) Waterville J. H. Sessions & Son' Raybestos-Manhattan Inc (brass and aluminum tubular and solid
The Raybestos Div of Raybestos-Manhattan
The Bristol Brass Corp (brass and bronze)
Scovill Manufacturing Company (Brass and Bronze) Waterbury 91

Special Industrial Locking Devices
Corbin Cabinet Lock Div American Hardware
New Britain Rubber Chemicals
The Stamford Rubber Supply Co
Vulcanized Vegetable Oils)
Rubberized Fabrics
The Duro-Gloss Rubber Co
Rubber Footwear
The Goodyear Rubbler Co
United States Rubber Prod Inc (Keds, Kedettes,
Gaytees, U S Roval Footwear)
Rubber Gloves
The Seamless Rubber Company
Rubbish Burners
The John P Smith Co
Safety Fuses
New Haven
Ruber Gloves
The Seamless Rubber Gloves
Rubber Gloves
The Seamless Rubber Gloves
The Well Rubbish Burners
The John P Smith Co
423-33
Chapel St
New Haven Spinnings
The Gray Manufacturing Company
Sponge Rubber
The Sponge Rubber Products Co
Shelto The Sponge Rubber Products Co Shelton Spreads
Palmer Brothers Company New London Spring Colling Machines
The Torrington Manufacturing Co Torrington Spring Units
American Chain & Cable Co Inc Bridgeport Owen Silent Spring Co Inc (mattreases and upholstery furniture)
Spring Washers
Spring Washers 423-33 Chapel St New Haven The John P Smith Co
Safety Fuses
The Ensign-Bickford Co (mining & detonating)
Saw Blades
Simsbury
The Capewell Mfg Co (Hack Saw, Band Saw)
Hartford upnoistery turniture)
Spring Washers
The Wallace Barnes Co Div Associated Spring Corp
Springs—Coil & Flat
The Humason Mfg Co
The Wallace Barnes Co Div Associated Spring Corp
Springs—Flat
Springs—Flat
Bridgeport
Bridgeport
Bridgeport
Bridgeport
Spring
Bristol Saws, Band, Metal Cutting
Atlantic Saw Mfg Co New Haven
Scales—Industrial Dial
The Kron Company
Scissors
Bridgeport The Kron Company
Scissors
The Acme Shear Company
Screws
The Blake & Johnson Co (machine) Waterville
Corbin Screw Div, American Hardware Corp
New Britain
Mildale
Meriden
Waterbury 48
Waterbury 48 The Wallace Barnes Co Div Associated Spring Bristol Corp Springs—Furniture
American Chain & Cable Co Inc
Owen Silent Spring Co Inc
Springs—Wire
The Connecticut Spring Corporation (compression, extension, torsion)

Hartford
Spring Corbin Screw Div, American Clark Brothers Bolt Co Mildale The Charles Parker Co (wood) Meriden Scovill Manufacturing Company Waterbury 48 The Connecticut Mfg Co (machine) Waterbury 48 The H P Townsend Mfg Company Hartford Screw Machine Products
The Apex Tool Co Inc Bridgeport The Connecticut Manufacturing Company Waterbury Company Hardware Corp The Connecticut Spring
sion, extension, torsion)

The Wallace Barnes Co Div Associated Spring
Corp
New England Spring Mfg Co Unioaville
J W Bernston Company (Coil and Torsion)
Plainville Springs, Wire & Flat
The Autoyre Company
Stair Pads
Palmer Brothers Company
Stamps
The Hoggson & Pettis Mfg Co (steel)
141 Brewery St
The Parker Stamp Works Inc (steel & rubber) The Connecticut Manuacan The Connecticut Manuacan Corbin Screw Div, American Hardware Cornecticut Materville Waterville W Corbin Screw Div, American Hardware Corp
The Blake & Johnson Co
The Centerless Grinding Co Inc (Heat treated and ground type only)
19 Staples Street
The Eastern Machine Screw Corp
Truman & Barclay Sts
The Humsson Mfg Co
Geo W Fleming Co
The Greist Mfg Co (Up to 1½" capacity)
New Haven
Scovill Manufacturing Company Waterbury 91
Nelson's Screw Machine Products Plantsville
Scythes
Winsted Manufacturing Company Waterbury 91
Nelson's Screw Machine Products Plantsville
Scythes
Winsted Manufacturing Company Waterbury 91
Nelson's Screw Machines
Scythes
Winsted Manufacturing Company Waterbury 91
Nelson's Screw Machines
Scythes
Winsted Manufacturing Company Waterbury 91
Nelson's Screw Machines
Scythes
Winsted Manufacturing Company Waterbury 91
Nelson's Screw Machines
The Geist Mfg Co (Sewing machine attachments)
Sola Blake St New Haven
The Merrow Machine Co (Industrial) Hartford
Shaving Soaps
The J B Williams Co
Sheers
The Acme Shear Co (household)
Sheet Metal Products
The American Brass Co (brass and copper)
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays)
Durham r) Stampings
Rogers Corporation (Fibre Cellulose
Manchester Paper) Stampings—Small
The Greist Manufacturing Co New Haven
Scovill Manufacturing Company Waterbury 91
The Wallace Barnes Co Div Associated Spring
Corp The Waliace Assistance Corp
Waterbury Companies Inc Waterbury
Steel Castings
The Hartford Electric Steel Co (carbon and alloy steel) 540 Flatbush Ave Hartford Malleable Iron Fittings Co Branford Steel—Cold Rolled Spring
The Wallace Barnes Co Div Associated Spring Corp The Wallace Lands Briston Corp Steel—Cold Rolled Stainless Wallingford Steel Company Wallingford Steel—Cold Rolled Strip and Sheets Wallingford Steel Company Wallingford The American Brass Co Waterbury
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays) Durham United Advertising Corp, Division (Job and Production Runs)
New Haven Waterbury Steel Goods
Merriam Mfg Co (sheets products to order) Waterbury Companies Inc Waterbury Steel-Magnetic Cinaudagraph Corporation Waterbury Companies Inc Waterbury
Sheet Metal Stampings
The American Buckle Co West Haven
The Patent Button Co Hessions & Son Waterbury
Waterbury Companies Inc Waterbury W T Barnum & Co Inc Stop Clocks, Electric
The H C Thompson Clock Co Structural Steel (Fabricated)
The Porcupine Company
Br Shipment Sealers
Better Packages Inc
Showcase Lighting Equipment
The Wiremold Company
Shower Stalls Bridgeport Shelton Studio Couches
Waterbury Mattress Co
Super Refractories
The Mullite Refractories Co Waterbury Hartford The H C Cook Co (for card files) Dextone Company New Haven The Mullite Retractories Co
Surface Metal Raceways & Fittings
The Wiremold Company
Surgical Dressings
The Seamless Rubber Company
Acme Cotton Products Co Inc
East Killingly Silks Cheney Brothers South Manchester Cheney Brothers
Sizing and Finishing Compounds
American Cyanamid & Chemical Corp
Waterbury Surgical Rubber Goods
The Seamless Rubber Company
Switchboards
Plainville Electrical Products Co New Haven Smoke Stacks
The Bigelow Company (steel)
The Porcupine Company New Haven Bridgeport Switchboards Wire and Cables
Rockbestos Products Corp (asbestos insulated)
New Haven The J B Williams Co (industrial soaps, shaving soaps)

Torrey S Common Solder—Soft

Torrey S Common Solder—Soft Tanks The Bigelow Company (steel)
Tanks (Steel and Alloy)
The Porcupine Company
The Porcupine Company
The Porcupine Company
The Porcupine Company
The Porcupine Company Torrey S. Crane Company
Special Machines
The H P Townsend Mfg Company
Special Parts
The Greist Mfg Co (small machined, especially precision stampings)
New Haven The Russell Mfg Co
Tap Extractors
The Walton Co
94 Ally Middletown

Shelton

Cellulose

Stamford

Bristol

Shelton

Plainville

94 Allyn St Hartford

M A D IN CONNECTICUT

Taps, Collapsing
The Geometric Tool Co
Tarred Lines New Haven Brownell & Co Inc Moonus
Telemetering Instruments
Waterbury Telemetering Instruments
The Bristol Co
Textile Machinery
The Merrow Machine Co
2814 Laurel St
Textile Mill Supplies
Ernst Bischoff Company Inc
Textile Processors
The Aspinook Corp (cotton)
The The Gauge Metals

Waterbury
Waterbury
Waterbury
Waterbury
Waterbury
Waterbury The Thinsheet Metals Co (plain or tinned in Waterbury The Thinsheet Morans
rolls)

Thread

Max Pollack & Co Inc
The American Thread Co
The Gardiner Hall Jr Co (cotton sewing)

South Willington
Mystic

Mystic The Gardiner Hall Jr Co (Cotton

Wm Johl Manufacturing Co Mystic
Threading Machines
The Grant Mig & Machine Co (double and automatic)

Time Recorders
Stromberg Time Corp
Timers, Interval
The H C Thompson Clock Co
Timing Devices & Time Switches
M H Rodes Inc
Timing Devices
Seth Thomas Clocks
Thomaston
The United States Time Corporation
Waterbury
Tinning Waterbury
Wilcox Crittenden & Co Inc Middletown
The Thinsheet Metals Co (non-ferrous metals
Waterbury The Thinsner in rolls) in rolls) Waterbury
Tools
The Hoggson & Pettis Mfg Co (rubber workers)
141 Brewery St. New Haven
The O K Tool Co Inc (inserted tooth metal cutting)
33 Hull St Shelton cutting)

Tools, Dies & Fixtures
The Greist Mio Co New Haven
The Parker Stamp Works Inc (special)
Hartford Toys A C Gilbert Company
The Gong Bell Co
The A F Holden Company
52 Richards Street West Haven (Main Plant)
The N N Hill Brass Co
Waterbury Companies Inc
Waterbury Trucks—Industrial
Windsor Locks George P Clark Co Trucks-Lift Trucks—Lift
The Excelsior Hardware Co
George P Clark Co
Trucks—Skid Platforms
The Excelsior Hardware Co (lift) Stamford Tube Bending
American Tube Bending Co Inc New Har
Tube Clips
The H C Cook Co (for collapsible tubes)
32 Beaver St New Haven

T

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ford helton nobne ngton eport and eport

pring ristol

tville

eport pres-

pring ristol nville on) nville

kville

ndon

laven rub-tford

ulose lester laven

pring ristol rbury

pring ristol

gford

gford

rham nford laven ristol eport

rbury

elton

tford

laven lingly

Iaven

nville

laven

report

etown

tford

Tubing
The American Brass Co (brass and copper)
Waterbury
Scovill Manufacturing Company (Brass and
Waterbury 91 Scovill Manufacturing Company
Copper)
Tubing (Extruded Plastic)
Extruded Plastics Inc
Tubing—Heat Exchanger
Scovill Manufacturing Company Waterbury 91
Turret Lathe Products
Geo W Fleming Co Wallingford
Typewriters
Underwood Corporation
Typewriter Ribbons
Underwood Corporation
Underwood Corporation
Typewriter Ribbons
Underwood Corporation
Underclearer Rolls
Sonoco Products Co (Climax-Lowell Div)
Mystic The Corley Co Inc (300# AAR)
Vacuum Bottles and Containers
American Thermos Bottle Co
Vacuum Cleaners
The Spencer Turbine Co

Mystic
Plainville
Plainville
Norwich
Norwich
Hartford Valves
Norwalk Valve Company (sensitive check valves)

Valves—Automatic Air

Beaton & Caldwell Mig Co

Valves—Flush

Beaton & Caldwell Mig Co

New Britain

Valves—Flush

New Britain Beaton & Caldwell Mfg Co Ne New Britain Varnishes
The Staminite Corp
Ventilating Systems New Haven

The Staminite Corp

Ventilating Systems

Colonial Blower Company

The Charles Parker Co
The Fenn Manufacturing Company
Action Vises)

The Blake & Johnson (brass, copper & nonferrous)

American Felt Co (felt)

Clark Brothers Bolt Co
The Sessions Foundry Co (cast iron)
J H Sessions & Son
The Raybestos Div of Raybestos-Manhattan
Inc (clutch washers)

Benrus Watches

Benrus Watch Co
The United States Time Corporation

Waterbury

Waterproof Dressings for Leather The Viscol Company Sam Welding Samford

The Porcupine Company Bridgeport
G E Wheeler Company (Fabrication of Steel
& Non-Ferrous Metals) New Haven
Welding Rods
The Bristol Brass Corp (brass & bronze) Bristol
Wheels—Industrial
George P Clark Co Windsor Locks
Wicks
Wicks
Middletown

The Russell Mfg Co Middletown
The Raybestos Div of Raybestos-Manhattan
Inc (oil burner wicks) Bridgeport

The Bristol Brass Corp (brass & bronze) Bristol
The Driscoll Wire Co (steel) Shelton
Hudson Wire Co Winsted Div (insulated &
enameled magnet)
The Atlantic Wire Co (steel) Branford
The Platt Bros & Co (zinc wire)
P O Box 1030 Waterbury
Rockbestos Products Corp (asbestos insulated)
Scovill Manufacturing Company (Brass,
Bronze, and Nickel Silver) Waterbury 91
Wire Arches-and Trellis
The John P Smith Co
423-33 Chapel St
Wire Baskets
Relock Inc (for acid, heat, degreasing)
Wire Cable
Fairfield New Haven . Relock Inc (tor acro, Wire Cable Fairness
The Bevin-Wilcox Line Co (braided)

Wire Cloth East Hampton

Wire Cloth

The C O Jelliff Mfg Co (All metals, all messhes)
The John P Smith Co (423-33 Chapel St Rolock Incorporated Wire Drawing Dies The Waterhury Wire Die Co (Waterhury Waterhury Wire Die Co (Waterhury Waterhury Wire Drawing Dies
The Waterbury Wire Die Co
Wire Dipping Baskets
The John P Smith Co
423-33 Chapel St
Wire-Enameled Magnet Waterbury

New Haven Sweet Wire Co Wire Formings Winsted

The Autoyre Co
Wire Forms

The Connecticut Spring Corporation
The Humason Mig Co
The Wallace Barnes Co Div Associated Spring
Corn

Tributation of the Corporation of the Humason Corporation
The Wallace Barnes Co Div Associated Spring Bristol Corp New England Spring Mfg Co Wire Goods Unionville

The Patent Button Co Waterbury
The American Buckle Co (overall trimmings)
West Haven Scovill Manufacturing Company
Wiremolding
West Haven
(To Order)
Waterbury 91

Wiremolding W
The Wiremold Company
Wire Nuts-Solderless
The Wiremold Company
Wire Reels Hartford Bridgeport

The Wiremoid Comments
Wire Reels
The A H Nilson Mach Co
Wire Partitions
The John P Smith Co
423-33 Chapel St
Wire Rings
The American Buckle Co (pan
tinners' trimmings)
Wire Shapes
Bridgeport Chain & Mfr Co
Woodwork
C H Dresser & Son Inc (Mfg New Haven handles and West Haven Bridgeport

C H Dresser & Son Inc (Mfg all kinds of woodwork)

Woodwork

OVER THE DESK AND ON THE ROAD

(Continued from page 31)

of the Board of Niles-Bement-Pond, we declared our "Woodman, spare that tree" feelings. We thought that he, as an old farm boy like ourselves, understood and our mind was at rest.

The other day, we picked up the Hartford newspapers: "The West Hartford Fire Department today burned down a building just for practice . . . Scene of the conflagration was the old blacksmith shop behind the Niles-Bement-Pond plant in the South End . . . Firemen had placed old mattresses, more than a dozen old automobile tires and other inflammable materials in the blacksmith's shop and saturated them with oil and gasoline to insure a violent blaze before Fire Chief Thomas H. Donnelly tossed in an incendiary bomb to start proceedings. A few moments later the structure was blazing viciously, a high pillar of dense, black smoke was towering to the sky and the resulting heat was so intense that Town Manager Rodney L. Loomis and other observers nearby were sent scampering to colder climates . . . Chief Donnelly said he wanted to see whether the large nozzle would handle a barn fire."

What a sacrilege! They weren't content to use a match. They used a vicious hand grenade. Perhaps they felt the staying hands of the ghosts of those fine old horsemen and dared not approach with the torch. They weren't content to let the old building drop of its own accord or to tear it down gently. They had to fill it with filthy mattresses and old tiresand then to insure the most ignominious kind of death, they poured on oil and gasoline.

SERVICE SECTION

WANTED-Stroboscope having flashing range from 600 to 14,400 flashes per minute for use in checking spindle speeds. Address S. E. No. 775.

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WANTED-Injection machines in various capacities-anything from 4 ounce up. Address S. E. No. 793.

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WANTED—One used Horn Type Power Press, approximately 50 ton capacity. Address S. E. No. 814.

WANTED-3 L Gorton Pantograph machine. Address S. E. No. 819.

WANTED-Gorton duplicator either 8 D or 81/2 D. Address S. E. No. 820.

WANTED-Any type power press-Niagara or Bliss-with adjustable table. Address S. E. No. 822.

WANTED-Blueprinting machine-ozalid type-Model F or E. Address S. E. No. 829.

CONSULTING SANITARY ENGINEER—Three years superintendent, Columbus Water Purification Plant; 12 years Chief Chemist, Sewage Testing Station, Milwaukee; 17 years Chief Engineer of the Connecticut State Water Commission; 3 years Research Chemist. Disposal of Trade Wastes, United Aircraft Corporation. Available to make studies and reports on management of sewage, trade waste and water treatment. Will consider full or part time work for Connecticut manufacturing establishment or laboratory. Address P. W. No. 1433.

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TECHNICAL SALES EXECUTIVE—Experienced for home office managerial position or district manager—age 39—have extensive engineering education and active industrial sales connections in New England and Atlantic seaboard. Address P. W. No. 1437.

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FORMER ARMY OFFICER—College graduate, experienced in merchandising and selling desires to contact manufacturer regarding distribution of their products. Address S. A. No. 12.

FACILITIES OPEN—Four 31/4" Gridley Spindle Automatic—take bar stock up to 3". Address M. T. A. No. 285.

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Ross & White Company. Makers of Blackball



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